

for building products, heat exchange fluid power, special purpose valves, general engineering, refined and wrought metals. MI plc, Birmingham, England.



NEWS SUMMARY

GENERAL

Colliery blast injures 40 miners

An underground explosion at Cardowan Colliery, near Glasgow, injured 40 miners, seven seriously.

Farm prices move EEC proposed an average increase of nearly 9 per cent in prices paid to its 8m farmers.

Acas rail move Acas, the arbitration service, appeared to be making slow progress in coaxing all sides in the British Rail dispute to co-operate with a committee of inquiry.

Headed off U.S. said its jet fighters intercepted two Cuban-based Soviet bombers in its airspace trying to observe sea trials of the U.S. nuclear carrier Vinson.

U.S. slayers Police raided homes in Beverly Hills to crack an alleged slaying plot, which allegedly involved Indira Gandhi, the U.S. and sold them as servants.

Radiation victims Twelve workers at Glenside nuclear power plant, near Rochester, New York, had mild radioactive contamination after Monday's leak.

Honecker talks Soviet Foreign Minister Andrei Gromyko began two days of talks in East Berlin with East German President Erich Honecker.

Haig initiative U.S. Secretary of State Alexander Haig arrived in Israel to make a new attempt to bridge the gap between Jerusalem and Cairo over Palestinian autonomy.

158 rail deaths At least 92 people died and several hundred were injured when a train was derailed 70 miles west of Algiers.

Plea for votes Kuwaiti feminists protested outside the National Assembly building over a decision denying women the vote.

England beaten India won the deciding one-day cricket international passing England's 290 for six with four overs to spare.

Ban on marches Home Secretary William Whitelaw banned marches and demonstrations in Coventry this weekend because of fears that rival marches would lead to clashes.

Briefly Mobs stoned to death three people in Kisumu, Tanzania, because they believed they were witches.

Feking has 11 residents aged 100 or older. Disc jockey Dave Lee Travis was named piperman of the year.

BUSINESS

Gilts up 0.45; equities firm

GILTS maintained their recent firm tone. The Government Securities Index added 0.45 to 64.25.

STERLING fell 30 points to 186.75, but improved to 186.25 (DM 4.225) and SwFr 3.465 (SwFr 3.4625).

LEAD LONDON CASH METAL

CASH LEAD rose 2.5 to 232.4 in London, following increases in the U.S.

GOLDS rose 2.75 to 381.25 in London. In New York the Comex February close was \$384.25.

GREECE announced plans to nationalise the country's oil refinery and petrochemicals group.

SIX GULF states agreed to set up a \$5bn (£1.6bn) investment corporation to help coordinate their economies.

BRICK production fell 18 per cent last year.

UK lost just under 4.2m days through strikes last year—about a third of 1980's total.

HYGENA, kitchen furniture maker based in Liverpool, ceased trading.

LEYLAND VEHICLES workers will hold a mass meeting in Lancashire today following the breakdown last night of talks to resolve a strike.

VOLVO, Swedish motor, industrial and trading group, increased pre-tax profits 40 per cent to SKr 1.4bn (£132m) last year.

HAMMERSON Property and Investment Trust is set to pay 17p for Barnett council's rental interests in the Brent Cross shopping complex.

EUROTHERM International, electronics equipment manufacturer, boosted taxable surplus 36 per cent to £2.27m for the year ended October.

ASSOCIATED DAIRIES increased pre-tax profits to £28.56m (£22.78m) for the 28 weeks to November 14.

UNION DISCOUNT of London reported profits after tax of £4.06m (£3.35m) for 1981.

Regan renews attack on Fed failure to control money supply

MR DONALD REGAN, the U.S. Treasury Secretary, yesterday intensified his attacks on the Federal Reserve Board, criticising it for its failure to keep the money supply under precise control thereby damaging economic prospects.

Irish PM seeks a snap election

By Brendan Keenan in Dublin. THE IRISH GOVERNMENT suffered a shock defeat on its Budget last night. The Prime Minister, Dr FitzGerald, immediately went to see the President to seek dissolution of the Dail (Parliament) and to ask that a general election be called.

£277m loans to BL 'reflect recovery hopes'

BY ALAN FRIEDMAN AND KENNETH GOODING. BL HAS raised £277m in loans from 10 UK and foreign banks, Sir Michael Edwards, chairman, said yesterday that the money was raised on "very competitive terms and this reflects the growing confidence the banks have in our recovery programme."

Scope for £1bn tax cuts but no U-turn in Budget

BY PETER RIDDELL, POLITICAL EDITOR. MRS THATCHER is determined that no concessions to ministers' demands for a U-turn in the Budget should be seen to emerge from this morning's Cabinet discussion of the Budget strategy.

551 Madison Avenue NEW YORK

Gresham Street EC2 CITY OF LONDON 26 Champs Elysées PARIS Neue Mainzer Straße 57 FRANKFURT

Sony to market mini TVs

BY JASON CRISP AND CHARLES SMITH. SONY, the Japanese consumer electronics manufacturer, plans to market a "pocket-sized" flat screen television set in Japan next month.



Table with multiple columns listing market data: American News, Appointments, Arts, Commodities, Companies UK, European News, Marketing, Brazil's economy, Economic viewpoint, Law and society, Technology, Men & Motors, Money Markets, Labour Back Page, Share Information, Stock Markets, Wall Street, Bourses.

Table titled 'GRIEF PRICE CHANGES YESTERDAY' with columns for various commodities and their price changes: Wheat 194% 1987, Wheat 121% 1989, Agriacurtum A, BEP, Sugar (A), Brough, English China Clays, Eurotherm, French (T), General & National, Haden, Kwik Save, Mervinst House, NewWest Bank, Northway Mfring, Parker-Knoll A, Pappas-Battersley, Polly Peck, Redland, Stewart Plastics.

Large advertisement for Weatherall Green & Smith Chartered Surveyors, featuring contact information for London, Paris, Frankfurt, and Leeds.

EUROPEAN NEWS

Serious concern in Bonn over U.S. economy

BY JONATHAN CARR IN BONN

THE WEST GERMAN Government is gravely concerned about the failure of the U.S. to take tougher steps to curb its federal budget deficit. Bonn fears this could spur a depression in the Western world.

W. German visible trade shows £6.5bn surplus

BY OUR BONN CORRESPONDENT

WEST GERMANY'S visible trade for 1981 showed a surplus of DM 27.5bn (£6.5bn)—more than three times the DM 8.5bn surplus recorded in 1980.

SPD rebel calls for new left-wing political party

BY OUR BONN CORRESPONDENT

A NEW political movement of the Left, based partly on those disenchanted by the rufous Social Democrat Party (SPD) of Chancellor Helmut Schmidt, may be set up soon in West Germany.

Neo-Nazi group banned

BONN—West Germany yesterday banned a militant neo-Nazi group whose leader was arrested last year after a gun battle with Munich police.

Palme urges public spending rise

BY WILLIAM DULLFORCE, NORDIC EDITOR, IN STOCKHOLM

SWEDEN'S Social Democrat Party will try to solve the country's economic problems by increased public spending and higher taxes, if it wins the general election next September.



M. Jobert... urging tougher restrictions.

French call for EEC powers to bar imports

By David Housego in Paris

THE FRENCH Government is to propose in its European partners that the EEC be armed with stronger powers to take action against unexpected surges of foreign imports damaging to European industry.

The two moves reflect the considerable confusion over trading policy in Paris with differing emphasis within the Government over where to strike the balance between free trade and protectionism.

OECD sees recovery in Denmark

By Terry Dodsworth in Paris

THE DANISH economy should stage a modest recovery this year, but the improvement will be overshadowed by high unemployment and an increasing balance of payments deficit, according to the Paris-based Organisation for Economic Co-operation and Development.

Norway seeks to improve oil rig safety

By Fay Gjester in Oslo

SEMI-SUBMERSIBLE platforms, hotel rigs and construction platforms working off Norway will soon undergo comprehensive and costly rebuilding to meet the new Norwegian safety standards.

John Wyles reports from Brussels on the real language used by the EEC The rock that sank the farm price deal

IF PROOF were ever needed of this British Government's commitment to the EEC it could be seen in the remarkable restraint exercised by Lord Carrington on Monday evening after the failure of talks on Britain's EEC budget problem.

At the end of a day which in many respects had shown the Community's negotiating progress at its worst, the British Foreign Secretary spoke diplomatically of the complex issues involved and the different national interests at stake.

Poland tops Gromyko talks with Honecker

BY LESLIE COLTIN IN BERLIN

THE SOVIET Foreign Minister, Mr Andrei Gromyko, began two days of talks in East Berlin yesterday with President Erich Honecker of East Germany, which has replaced Poland as Moscow's strongest and most reliable ally in the Warsaw Pact.

Minister believes export target can be met

BY OUR FOREIGN STAFF

THERE ARE grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Olszowski underscores party's 'leading role'

BY CHRISTOPHER BOBINSKI IN WARSAW

MR STEFAN OLSZOWSKI, a hardline member of the Polish Politburo, has given the country's military rulers a sharp reminder that civilian politicians must be given a say in formulating the government's policy.



M. Gaston Thorn (left)... fatal inclusion. Lord Carrington (right)... remarkable restraint.

settled at the London summit last November and there was a large measure of agreement on agriculture. Successive meetings of the Foreign Ministers in December and earlier this month had whittled the outstanding issues down to three: a guideline seeking to keep the rise in CAP spending down below the annual 12 per cent growth in the EEC's budget revenues, the future of the dairy sector, and Britain's budget payments.

Minister believes export target can be met

BY OUR FOREIGN STAFF

Poland led the list of topics being discussed, according to officials in East Berlin. Western reaction—especially that of Bonn—to the Polish military government was also said to be a central theme.

Minister believes export target can be met

BY OUR FOREIGN STAFF

There are grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Olszowski underscores party's 'leading role'

BY CHRISTOPHER BOBINSKI IN WARSAW

MR STEFAN OLSZOWSKI, a hardline member of the Polish Politburo, has given the country's military rulers a sharp reminder that civilian politicians must be given a say in formulating the government's policy.



M. Gaston Thorn (left)... fatal inclusion. Lord Carrington (right)... remarkable restraint.

While Finance Ministers in EEC capitals are obviously keen to limit the costs and duration of a new budget deal for the UK, it was still absurd that the sticking point should be the "do nothing" approach to the dairy surplus if he has already pocketed a budget agreement. But many observers believe that if "degrees of severity" had not been built into an issue, then work on the guidelines could have been completed on Monday.

Minister believes export target can be met

BY OUR FOREIGN STAFF

There are grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Minister believes export target can be met

BY OUR FOREIGN STAFF

There are grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Olszowski underscores party's 'leading role'

BY CHRISTOPHER BOBINSKI IN WARSAW

MR STEFAN OLSZOWSKI, a hardline member of the Polish Politburo, has given the country's military rulers a sharp reminder that civilian politicians must be given a say in formulating the government's policy.

about 12 per cent of spending. This is because expenditure is dominated by the CAP and the UK's farm sector is far smaller and less overproductive than most other member states.

In effect, the other nine were saying: "We shall apply progressively less of a solution to the problem, regardless of whether the problem remains or not." Lord Carrington's retort was that no other member state would accept such a poisoned chalice.

While Finance Ministers in EEC capitals are obviously keen to limit the costs and duration of a new budget deal for the UK, it was still absurd that the sticking point should be the "do nothing" approach to the dairy surplus if he has already pocketed a budget agreement.

Minister believes export target can be met

BY OUR FOREIGN STAFF

There are grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Minister believes export target can be met

BY OUR FOREIGN STAFF

There are grounds for "cautious optimism" for Poland's foreign trade, according to Mr Tadeusz Nestorowicz, the Foreign Trade Minister.

Olszowski underscores party's 'leading role'

BY CHRISTOPHER BOBINSKI IN WARSAW

MR STEFAN OLSZOWSKI, a hardline member of the Polish Politburo, has given the country's military rulers a sharp reminder that civilian politicians must be given a say in formulating the government's policy.

Handwritten text at the bottom of the page.

AMERICAN NEWS

STATE OF THE UNION

President Reagan gives a star performance

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

SENATOR Howard Baker, the Senate majority leader, had predicted that President Ronald Reagan's first State of the Union address would be a "humdinger." In the event that was hardly the right word for the contents, the highlight of which was Mr Reagan's "new federalism" plan to hand powers to state governments that many of them may not want.

Federal Government would still subsidize 95m meals a day, or one out of seven of all meals served in the U.S. In 1980 the Federal Government had 132 special grant programmes, costing \$7bn.

Stenberville, who are in the unemployment lines, to black teenagers in Newark and Chicago, to hard-pressed farmers and small businessmen and to millions of everyday Americans who harbour the simple wish of a safe and financially secure future for their children.

speech. It was meant to be a criticism, but one felt that Mr Reagan would have been pleased with the remark. The Democrats have still not really found a way of coping with him.



Mr Reagan, backed by Vice President George Bush and Mr Tip O'Neill, Speaker of the House of Representatives, acknowledge applause during his State of the Union address.

Budget and tax policies to continue as planned

THE main points of President Reagan's State of the Union address to Congress were: No tax increases on consumers in 1983 but some steps to close business tax loopholes.

Wall Street reacts with calm nerves

BY DAVID LASCELLES IN NEW YORK

THE ABSENCE of any big upheavals on Wall Street's markets, for good or bad, yesterday showed that Mr Reagan's speech had neither shivered nor caused a surge of enthusiasm through the financial community.

Mr Richard Zecher, chief economist at Chase Manhattan Bank, thought it was significant that Mr Reagan had pledged to keep next year's budget deficit below \$100bn.

Mr Reagan had not made any promises on his original business strategy. Mr Reagan conspicuously glossed over the problems currently besetting the economy like unemployment and declining output to stress that he was trying to assemble and implement policies which would provide a long-term solution to deep-rooted problems.

Enterprise zone experiment for cities

By Aristotle Kalesky in Washington

PRESIDENT REAGAN'S plan to establish "enterprise zones" in many of the depressed inner cities in the U.S. has been gestating for some time and is inspired by the 11 experimental enterprise zones set up in Britain by the Thatcher Government.

Democrats angered and some Republican doubts

BY OUR U.S. EDITOR

PRESIDENT Reagan's address received a mixed reception in Washington yesterday, with Republicans predictably more enthusiastic than his Democratic opponents.

speech was a victory for the American tax payer. Republican leaders in the House gave clear signals that they would want to go slow on Mr Reagan's controversial plan to turn spending power over to the states.

Companies wait for tax law explanation

BY OUR NEW YORK CORRESPONDENT

MR REAGAN has threatened to strengthen the law which requires all large corporations to pay a minimum tax, despite turning his back on tax increases. Although he gave no details, the potential for revenue in this little known area is considerable and business is eagerly awaiting elaboration.

Mr Richard Zecher, chief economist at Chase Manhattan Bank, thought it was significant that Mr Reagan had pledged to keep next year's budget deficit below \$100bn.

Mr Reagan conspicuously glossed over the problems currently besetting the economy like unemployment and declining output to stress that he was trying to assemble and implement policies which would provide a long-term solution to deep-rooted problems.

LA REDOUTE LETTER TO SHAREHOLDERS
Dear Shareholder, After becoming a "holding" on 1 March 1982, and for the sixth month ended 31 August, 1981, your company still does not have really significant results to submit to you.

UAW members harden line on GM talks

BY MAN HARGREAVES IN NEW YORK

GENERAL MOTORS and the United Auto Workers union went into a second day of their resumed talks on wage and benefit concessions yesterday amid growing signs of effective rank and file opposition to any deal.

if anything will emerge from the talks either at GM or Ford, where a longer range contract involving profit sharing and promises about job security would be traded for cuts in benefits worth between \$2 and \$4 (£1.08 and £2.16) per hour.

SWEDISH STATE HOLDING-COMPANY (Statföretag Aktieföring) 1% Bonds 1975/1985 UA 28,000,000

World Bank cuts cheap loans

BY DAVID BUCHAN

THE WORLD BANK has formally acknowledged the impact of reduced aid funds from the U.S. by scaling back concessional lending this year by its soft loan arm, the international Development Association (IDA).

But the World Bank executive board has also decided to offset partially the IDA cutback by increasing the World Bank's own lending at near-commercial rates by \$800m (£432m). The bank had already planned to lend \$10bn in the year ending June 30.

PERSONAL ELMYR de HORY FAKES own a magnificent Monet, Renoir, Van Gough, Toulouse Lautrec

ART GALLERIES BROWNE & DANBY, 18, Cork St., W1. 754 7964. PHILIP SUTTON Watercolours

Alarm recedes over money supply growth

BY DAVID LASCELLES IN NEW YORK

THE FEELING is growing both at the Federal Reserve and among Wall Street analysts that the recent explosive growth in the U.S. money supply has a technical explanation, which makes it less alarming than it might be.

Mr Paul Volcker, the Fed chairman, helped by telling Congress on Tuesday that an increase in the Fed's 12 per cent discount rate was "not on my immediate agenda."

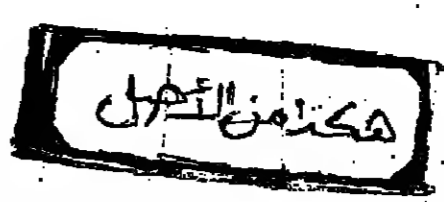
General Dynamics wins first multi-year contract

General Dynamics, the large U.S. defence company, has become the first beneficiary of the Administration's new policy of awarding multi-year contracts, writes Ian Hargreaves in New York.

Right-wing leader killed by Salvador gunmen as poll campaign opens

THE LEADER of El Salvador's principal right-wing party was murdered on Tuesday night at the start of the campaign for general elections on March 28.

GULFSTREAM II WITH FACTORY WARRANTY SERIAL NUMBER 26 5700 hours on airframe, 1100 hours on engines since mid-life inspection.



Days lost through strikes fell to 4.2m last year

BY PHILIP BASSETT, LABOUR STAFF

JUST UNDER 4.2m days were lost through strikes last year—about a third of 1981's total and roughly a third of the average figure for the last 10 years.

The provisional total was published yesterday in the Department of Employment Gazette. Ministers are likely to see it as indicating workers' unwillingness to strike at a time of record unemployment.

BA flights cancelled as ground staff meet

By Brian Groom, Labour Staff

BRITISH AIRWAYS cancelled 17 European flights from Heathrow yesterday because of a mass meeting by ground staff.

Shop stewards called the meeting for staff at terminals one and two where BA employs 2,000 workers, mainly loaders, baggage men and tug operators.

The re-organisation is due to come into effect on Tuesday. The airline said last night its survival plan which involves cutting at least 9,000 jobs to a target of 49,000 by the summer—was not negotiable.

BA wants to roster the workers for a full 40 hours of work instead of 38½. It is ending rostered overtime and offering it on an ad hoc basis, reducing the number of crews in certain areas, and wants staff to move from job to job. This will enable BA to release 300 who have applied for redundancy.

TUC divided on voting reforms

BY CHRISTIAN TYLER, LABOUR EDITOR

CONTROVERSY about the future composition of the TUC General Council surfaced in a long and partisan debate at Congress House yesterday.

secretary of the Fire Brigades Union and youngest member of the General Council, moved that the report be "amended" rather than endorsed. He lost by 21-17, with several abstentions.

But he admitted that if the General Council was quite unable to work out a satisfactory system of automatic representation, it might report back in this year's Congress with an alternative plan.

One such plan, not canvassed yesterday, would be in restructuring the anarchistic trade groupings, which many feel give undue weight to unions whose membership is declining; but to continue the elective system.

Leyland strikes 'threaten Bathgate deal'

BY KENNETH GOODING AND BRIAN GROOM

STRIKES BY Leyland Vehicles employees could threaten the collaborative venture when he gave evidence yesterday to a Commons Select Committee.

It is understood the collaboration would mean the Bathgate plant and the Scottish factory of Cummins, the U.S.-owned group, jointly making components for a diesel engine to replace Leyland's 98 series units.

Mr Andrews suggested later that the dispute already had affected the timing of an announcement about the joint venture, unofficially predicted to be concluded next month.

organisation plan, involving the loss of 4,100 jobs among its 22,000 bus and truck workforce. Last night's talks at Leyland covered the company's plans for the Lancashire plant—which include ending manufacture of the 400 series engine and the TL12—and alternative union proposals for new investment to maintain engine and component manufacture.

Bank union worried by new technology

BY BRIAN GROOM, LABOUR STAFF

BANKING and finance employers are refusing to involve staff in decisions about introducing new technology, with the risk of "catastrophic" results, the Banking, Insurance and Finance Union claims.

Developments, which Bifu believes could harm staff interests if introduced on employers' terms include: More automated teller machines (cash dispensers) with an increasing range of functions. Many customers prefer to use these even if a cashier is available.

204 parcel price cuts for exporters from the Royal Mail

Table listing 204 parcel price cuts for exporters from the Royal Mail. Columns include country names (e.g., Afghanistan, Albania, Algeria) and corresponding price reduction ranges in pounds (£). Examples: Afghanistan £23.40 £22.65, Albania £11.45 £ 9.80, Algeria £11.65 £11.20.

And now—a price freeze! On 1st February, postage rates change. But Royal Mail Air Parcel rates stay as they are — including all 204 of last July's round of price cuts, as we announced in this advertisement.

If you got the price guide then, you'll know what great value it offers — send the coupon now, and see how much money you can save!

Suit against Bifu dropped

BY OUR LABOUR STAFF

MR JACK BRITZ, general secretary of the non-TUC affiliated Clearing Bank Union, has dropped his suit against the rival Banking, Insurance and Finance Union in return for retraction of an allegation made in Bifu's union journal during last year's English clearing banks' pay dispute.

The latest issue of Bifu Report withdraws any suggestion that Mr Britz, whose union did not take industrial action, urged his members to cross Bifu picket lines outside Lloyds Bank's computer centre in London.

Holyhead workers plan to black B&I ferry

BY ROBIN KEVES, WELSH CORRESPONDENT

TRAD UNIONS at Holyhead are proposing to black the B&I Line's ferry service due to open on March 1 between Dublin and the North Wales port, until they receive assurances from Sealink about the port's future.

The new operation being introduced by the Irish Government-backed B&I Line appears to be bringing anxieties to a head. The remaining 1,200 employees in the port fear that a rival ferry service could undermine employment still further, particularly since staff and crew of the new B&I operation are being recruited almost exclusively in Ireland.

Local MPs and councillors from Anglesey will meet Sealink management in London tomorrow to press for a statement on the future of the port.

Form for requesting a Royal Mail Air Parcel price guide. Fields include Name, Company, Address, Postcode, and a return address: To Peter Kaye, PO 43 FREEPOST, Postal Headquarters Building, LONDON EC1B 1HQ. Or phone Teledata 01-200 0200.

Broad involvement with expanding company ...

FINANCIAL CONTROLLER

South West London c. £16,000 p.a. + car and benefits

Our client is the British subsidiary of a major Italian Group, manufacturing and marketing a well-known range of professional cleaning, vending and laundry equipment. The company is well established in the U.K. market and poised for further expansion.

The appointee, reporting to the Managing Director, will enjoy a broader than usual role, encompassing full responsibility for all accounting matters as well as general administrative duties. There is an emphasis on financial support to strategic decision making and general business management.

Candidates should be qualified accountants, aged in their thirties, with sound financial management experience in commerce/industry and a desire for involvement in a growing company. An understanding of the Italian language, whilst not necessary, would be an advantage.

Written applications containing career details and a contact telephone number should be forwarded, in confidence, to **Anthony J. Forsyth, B.Sc.** at our London address quoting reference number 3517.

410 Strand FREEPOST London WC2R 0BR.
Tel: 01-836 9501
26 West Nile Street FREEPOST Glasgow G1 2BR.
Tel: 041-226 3101.
3 Coates Place, Edinburgh EH3 7AA. Tel: 031-226 7744.

DOUGLAS LLAMBIAS
Douglas Lambias Associates Limited
Accountancy & Management
Recruitment Consultants



F.X. DEALER

£10,000 neg.

This major European bank requires 2 dealers in their mid-western departments for its expanding departments. You should have approximately 2 years' experience and be eager for success and progression.

For further details please call Mike Bland-Jones 01-439 4261

PORTMAN RECRUITMENT SERVICES

Accountants

The Internal Audit Department of Kleinwort Benson, the merchant bankers, wishes to recruit a newly qualified accountant to join its team as an Audit Senior.

On joining the department the successful candidate will undertake a period of training to understand the Group's approach to auditing after which he/she could be required to visit any one of the European and Overseas offices of the Kleinwort Benson Group.

An attractive starting salary is offered, together with benefits which include subsidised mortgage, non-contributory pension scheme, free life assurance, membership of BUPA and luncheon vouchers.

Please write in the first instance to:-
Tony Hatton-Gore, Personnel Officer,
Kleinwort Benson Limited, 20 Fenchurch Street, London EC3P 3DB
or telephone 01-623 8000 for an application form.

KLEINWORT BENSON
Merchant Bankers

CREDIT ANALYST

Leading international bank seeks Credit Analysts who is presently number 2 or 3 in back-up to marketing team. Aged 24/27. Salary to £10,000 plus bonus and benefits.

Please contact SHEILA ANKELL-JONES 01-236 0731

Q.S. Banking
Recruitment Consultants
30-31 QUEEN STREET, LONDON EC4

Profitable, expanding advanced technology company seeks ...

FINANCE MANAGER

Bedfordshire £14-16,000 + car etc.

Our client is part of a very successful European group (in turn part of a large U.S. multinational), manufacturing and marketing an extensive range of essential advanced-technology products to the oil extraction, mining and metalworking sectors. Recognised as market leaders world-wide, the U.K. company has an excellent growth and profitability record, and is implementing plans for further expansion and market penetration.

Reporting to the Managing Director, the Finance Manager will have a broad span of control, encompassing all accounting and data processing activities. There is an emphasis on substantive performance analysis, active control of financial resources and management participation. Systems are highly computerised.

Candidates (m/f) should be qualified accountants aged in their 30's, with line management experience in a multinational manufacturing environment. Exposure to U.S. reporting and a good understanding of systems are key attributes.

Written applications containing career details should be forwarded, in confidence, to **Anthony J. Forsyth, B.Sc.** at our London address quoting reference number 3545.

410 Strand FREEPOST London WC2R 0BR.
Tel: 01-836 9501
26 West Nile Street FREEPOST Glasgow G1 2BR.
Tel: 041-226 3101.
3 Coates Place, Edinburgh EH3 7AA. Tel: 031-226 7744.

DOUGLAS LLAMBIAS
Douglas Lambias Associates Limited
Accountancy & Management
Recruitment Consultants



Reed Executive

The Country's most successful Recruitment Service

Financial Controller

International Operations c £18,000 + car

You will participate in the further development of a company which will increase its £12M turnover by some 40% this year and which forecasts continued growth. The American parent, a market leader in its field, manufactures high technology equipment which is marketed, installed and serviced by its overseas subsidiaries and distributors, with those in Europe, Africa, the Middle East and India being controlled from the United Kingdom. Reporting to the Chief Executive you will be responsible for the total accounting/finance function including the extension of DP facilities. You will be qualified, fluent in French and experienced in international operations. Location - Berkshire.

Telephone: 01-283 9863 (24 hr. service) quoting Ref: 04611FT. Reed Executive Selection Limited, 192 Bishopsgate, London EC2M 4NR.

The above vacancy is open to both male and female candidates.
London Birmingham Manchester Leeds

Investment Management


EQUITIES

for a small professional team working in the Home Counties at the headquarters of a major pension fund. Equity funds under management are valued around £225m; there is an inflow in excess of £40m p.a.

- RESPONSIBILITY is for the investment management of the UK equities portfolio; a subsidiary role involves direct equity participation in small businesses. There is a small supporting staff.
- SUCCESSFUL EXPERIENCE in the management of a large equities portfolio is the prime requirement; a degree or professional qualification will be an advantage. Preferred age - 30s.
- SALARY INDICATOR - up to £20,000.

Write in complete confidence to **J.B. Tonkinson** as adviser to the fund.

TYZACK & PARTNERS LTD
MANAGEMENT CONSULTANTS
10 HALLAM STREET • LONDON WIN 6D1



HIGH FLIER?

C. London c £15,000

Do you have the drive, ambition and track-record to become a Senior Financial Manager with a major U.S. multinational? You should be a qualified ACA/ACCA with a good degree or MBA. Fluency in a major European language being an added advantage. Good audit experience is essential as the first step will be to a high level, management audit role, before moving to a senior position in the U.K. or Europe.

Entrepreneurs Only

City
Having qualified as a CA perhaps the idea of remaining in accounts no longer appeals. If you are outgoing, ambitious and respond to a challenging and competitive environment, a move into international banking could be the answer. We are currently seeking CA's to become involved in the marketing and related back-up of money market instruments.

FINANCIAL CONTROLLER

West of London to £12,000

A growth company concerned with marketing electronics, is seeking an entrepreneurial accountant to join its senior management team. As a qualified ACA/ACCA in your late 20's with experience in the electronics industry you will become involved in market research, product identification, as well as the normal accounting functions. Being part of a diversified U.K. group, career possibilities for ambitious, commercially minded candidates are excellent.

SYSTEMS ACCOUNTANT

C. London c £11,500

A multinational oil company offers a challenging systems design/development role to a qualified accountant. As Accounting Systems Analyst you will be involved in a variety of computerisation projects and feasibility studies usually as leader of a multi-disciplinary project team. You will also act as a liaison between users and the DP department. Assignments will be in the U.K. or in any overseas subsidiary. Candidates should possess a minimum of 2 years systems experience.

BROAD EXPOSURE

N. London £11,000

A market leader in electrical components offers a unique opportunity to a young, newly qualified Chartered Accountant. Principally involved in reviewing the company's international operations, the Project Accountant will perform a broad role encompassing new ventures, product development, financial analysis, budgets etc. Working closely with commercial management the successful candidate will also have considerable contact at director level. This varied group appointment also offers the attraction of overseas travel.

Lee House, London Wall, London EC2Y 5AS Tel: 01-606 6771

ROBERT HALF
Accountancy & Financial personnel specialists

Lloyd's Broking City

Financial Appointments

We are an autonomous subsidiary of Frank B. Hall, Inc., USA, one of the largest insurance brokers in the world. Leslie & Godwin contributes approximately 20% of total group revenues and profit. Due to our continuing expansion, we need to strengthen our corporate accounting systems, in order to improve terms of settlement between us, our clients and insurers worldwide.

Reporting to the Group Chief Accountant, you would have particular responsibility for investigating and advising upon our International Company's accounting systems, in order to improve terms of settlement between us, our clients and insurers worldwide.

Aged over 30, you must be a qualified accountant, with previous insurance broking experience. We seek a good communicator who can work independently, and who ideally lives within reach of both our City and Farnborough, Hampshire offices.

To join an elite head office team preparing financial information for group senior management. Main responsibilities would include budgets, timely reporting and tax planning.

We seek an A.C.A., aged over 30, with a minimum of 2 years' post qualification experience in an international commercial firm. You must have experience of computerised accounting together with a knowledge of group consolidations and US reporting methods.

Both the above appointments carry competitive 5 figure salaries and an attractive remuneration package, including a car. Candidates currently earning less than £12,000 p.a. would be unlikely to have sufficient experience to apply.

This is an excellent career opportunity for an experienced and trustworthy person in their early 30's to prove their abilities with a view to eventually assuming the role of Treasury Manager.

Your experience should cover the cashier's function in an international, commercial organisation (ideally insurance). You should have handled short term investments, multi-currency transactions and reconciliations, and you should be able to supervise a close knit team of 7 staff.

We offer an attractive salary negotiable to a 5 figure level.

Interested applicants should send a current CV to Mrs. R Taylor, Personnel Manager, Leslie & Godwin (D.H.) Limited, Dunster House, Mark Lane, London EC3, or ring for our senior application form on 01-623 4631 Ext. 303.

Leslie & Godwin (D.H.) Ltd.

Management Accountant

Financial Accountant Head Office

Deputy Manager Treasury

Group Finance Controller

Scotland £17,500 + car

Our client is a progressive expanding public company with a projected turnover in its next financial year of £50 million. In the UK market it is a leader in its field and it has also established businesses in Europe.

The Group Finance Controller will be responsible to the Chief Executive for all financial accounting matters and consequently will be expected to make a major contribution to the management of the business.

It is essential to be a Chartered Accountant with considerable financial management experience in a public company which has operated computer systems.

Initial salary negotiable to £17,500 plus car and share scheme.

Candidates, of either sex, please apply in confidence to **D. G. de Belder** Knight Wegenstein Ltd., St. Christopher House, 217 Wellington Road South, Stockport, SK2 6LT, Cheshire, or Tel. 061-477 8585, quoting ref. no. 68424.

Knight Wegenstein
Executive Selection Consultants • Management Consultants and Consulting Engineers
London • Stockport (Greater Manchester)
Zurich • Dusseldorf • Madrid • Paris • Stockholm • Vienna • Chicago

Commodity Economist

Charter Consolidated P.L.C., an international Group engaged in the development of mining and Industrial interests, has a vacancy in its Research and Economic Services Department for a Commodity Economist to be located in their London Head Office.

The successful applicant will report to the Assistant Chief Economist and will work mainly on commodity and economic analysis for investment appraisal in the mining sector.

Applicants, male or female, should have a good degree, probably in economics with a strong statistical content. A knowledge of basic computer programming would also be an advantage.

The salary will reflect the qualifications and personal qualities required. Attractive conditions of service include a generous mortgage subsidy scheme and assistance will be given with relocation if necessary.

Applications, which will be treated in confidence to:-
The Personnel Manager, Charter Consolidated Services Limited, 40 Holborn Viaduct, London EC1P 1AJ.

CHARTER

BANKING OPPORTUNITIES

LEASING EXECUTIVES

Aged 24-38 £10-20,000+

Our clients (established leasing companies and leading lease-brokers) are seeking executives with experience of negotiating, structuring and pricing of small, medium and also the more complex big-ticket lease transactions. Requirements range from young marketing executives with two years' experience through to several senior managers (possibly boardroom designates) with at least 5-10 years' experience, and also good experience of business development.

Please contact **Brian Gooch** who will treat all enquiries in strict confidence.

SENIOR ACCOUNTS

Aged 25-40 to £12,500

An American bank requires a senior accounts officer to report direct to the financial controller. The essential requirement is experience in statistical and management reports and in head office returns combined with the ability to supervise a small department.

Please telephone **David Little**

SENIOR LOAN ADMIN

Aged 30-40 c. £13,000

An international bank seeks a person with in-depth knowledge of loan administration, which must include rollovers, drawdowns, documentation, w/tax, conditions precedent and lead management. At least two/three years at supervisory level is essential.

Please telephone **Brian Gooch**

Jonathan Wren BANK RECRUITMENT CONSULTANTS
170 Bishopsgate - London EC2M 4LX - 01 623 1266

كتاب العمل

NPA


Financial Director
North British Steel Group

Well into five figures **Scotland**

The North British Steel Group enjoys a high reputation in both UK and overseas markets as specialist steel foundries and engineers and has established itself as a leader by a consistent policy of investment in new technology. A mature and broadly based Financial Director with a commercial outlook is required in this company which is market oriented. Candidates, male or female, aged 35-45 should be qualified accountants with substantial financial management experience in manufacturing, preferably with an engineering bias.

The ability to become part of the team running the company and to contribute to its overall development are particularly important. Write or telephone for an application form or send brief c.v. to the address below, quoting ref. AA45/7896/FT on both letter and envelope, and advising us of any other applications you have made to PA Personnel Services within the last twelve months. No details are divulged to clients without prior permission. Initial interviews will be conducted by PA Consultants.

PA Personnel Services
Hobart House, 80 Hanover Street, Edinburgh EH2 1FL. Telephone 031-225 4461 Telex 72556.


A member of PA International

STOCKBROKERS

Forward looking
small/medium sized
firm of stockbrokers
would be interested in
talking to individual
members, a group or a
small firm who seek a
sound base for the
future.

Write in confidence to Senior
Partner, Box A7736
Financial Times, 10 Cannon
Street, EC4 P 4BY

CORPORATE FOREIGN EXCHANGE
Major European Bank

Our Client, a major force in international banking with a substantial trading presence in London, seeks an experienced dealer to develop and lead a newly-created corporate foreign exchange team.

Candidates, probably in their late 20's/early 30's, will possess good experience of spot and forward f/x trading, together with some exposure to advising corporate clients; personality and presentation will be additional factors in the selection process. This is an excellent opportunity for personal and career progression with a professional organisation of stature, where the salary and benefits will fully reflect the importance attached to the position.

Contact Norman Philpot in confidence
on 01-248 3812

NPA Treasury Recruitment
60 Cheapside London EC2. Telephone 01-248 3812/3 4 5

Operations Managers

The Continental Illinois National Bank and Trust Company of Chicago, a major American Bank, is currently expanding its international activities and wishes to recruit additional experienced operations managers.

The opportunities we now have would be initially in London but with a strong preference for those wishing to pursue an international operations management career.

Candidates should have a minimum of 5 years' management experience in bank operations. Ideally this will have been with an American International Bank and will have covered a variety of different aspects of operations functions. The key elements for long term success are, in addition to technical expertise, strong man-management skills and a high level of creativity and self-motivation.

An attractive salary will be commensurate with experience and will be supplemented by a substantial range of fringe benefits.

Please send full career details in confidence to: Stephen C. Bourne, Personnel Manager, Continental Illinois National Bank and Trust Co. of Chicago, Continental Bank House, 162 Queen Victoria Street, London EC4V 4BS. Tel: 01-236 7444.

**CONTINENTAL BANK**
Continental Illinois National Bank and Trust Company of Chicago

TSB

CENTRAL TRUSTEE SAVINGS BANK LIMITED
FUND MANAGERS

EQUITIES AND GILTS

Central Trustee Savings Bank Limited is the Central Banker for the Trustee Savings Bank Group. The Bank provides comprehensive banking, clearing and investment services for sixteen constituent Regional Banks and the subsidiary companies of the Group.

The successful candidates, male or female, will have between three and five years' experience in the areas specified and already be accustomed to applying at their own discretion, investment policies formulated in conjunction with other senior members of an Investment Department. Ideally, candidates will have a university degree or professional qualification.

As a result of continuing growth of funds under management, we now seek to appoint two Fund Managers, one with experience in the management of Gilr Edged portfolios and the other with experience of Equity portfolios.

A competitive salary will be paid and other benefits include a house mortgage subsidy scheme and non-contributory Pension Scheme.

Applications should be addressed in writing to:
Department Head — Personnel and Training,
Central Trustee Savings Bank Limited,
PO Box 99,
St. Mary's Court,
100 Lower Thames Street,
London EC3R 6AQ.

Young Accountant
Group Finance
c.£12,000: London


Lloyds and Scottish Limited is a major Financial Services Group with diverse interests throughout the UK and overseas.

We now have an opportunity for a recently qualified CHARTERED ACCOUNTANT, preferably with some commercial experience, to join our Group Finance team at the Corporate Offices in Mayfair.

Reporting to the Group Financial Accountant, the individual will assist with the preparation of Group accounts and interpretation of subsidiary company returns and will supervise a part of the accounts function. Additionally, there will be involvement in a variety of projects covering accounting procedures, financial analysis and corporate and tax planning.

The position offers excellent conditions and career opportunities within a finance group which has an outstanding growth record.

Please send full career and personal details to: Barry Hine, Personnel Planning Manager, Lloyds and Scottish Limited, 8/9 Chesterfield Hill, London W1X 7RG.


Lloyds and Scottish Limited

L. MESSEL & CO
Stockbrokers

Insurance Analyst

L. Messel & Co has an established and successful Financial team covering all major financial areas — Banks, Insurance Companies, Merchant Banks and Insurance Brokers. A vacancy now exists for an Analyst to head up the insurance sector.

The vacancy would suit either a fully experienced senior analyst with deep industry knowledge or a junior analyst who feels ready to take on much greater responsibility. This experience will have been gained in Stockbroking, Investment Management or in insurance.

The remuneration, which is negotiable, will be made attractive to the right person.

Apply in confidence to:
Paul Kelly, L. Messel & Co,
100 Old Broad Street, London EC2.
01-606 4411.

Ambitious Business Manager
(YOUNG PROFIT MOTIVATED ACCOUNTANT)
to £14,000+ car
LONDON W1

This aggressive and successful young company has surged into the limelight in the last 2 years achieving remarkable growth in sales & profitability. Backed by a major Public Group it intends to increase its dominance in the market through organic growth and by acquisition. Having exceeded all expectations thus far it wishes to strengthen its team further by appointing a bright qualified Accountant to ensure continued success.

Reporting to the Financial Director and heading a small team, specific duties include statutory & monthly reporting, budgets, cash management, detailed performance analysis and various business reports. A significant aspect of the role will be to install & develop new computerised accounting & management information systems.

The appointee, who will be joining a highly motivated marketing/operational team, will need to negotiate confidently, giving advice & guidance whenever necessary. There is scope for advancement and the company intends to seek a listing within 5 years.

Apply in confidence to:-

Sedgwick, Sedgwick & Goodyer
25 John Street, Gray's Inn, London WC1N 2BL. 01-405 9843
Senior accountancy & financial management selection

Phillips & Drew
Institutional Equity Sales

We require a person to specialise in the marketing of our financial research to institutions. Applicants should have had at least two years' experience in the marketing of research, preferably financial, or be a financial analyst now wishing to be more involved in marketing. A person with general sales experience would be considered for training as a potential specialist. A competitive salary will be paid together with the usual benefits.

Please apply giving brief details to:
T. F. BROWN, PARTNER
PHILLIPS & DREW,
Lee House, London Wall,
London EC2Y 5AP.
Telephone: 01-628 4444

EDITOR-IN-CHIEF
INTERNATIONAL MANAGEMENT
MAGAZINE

McGraw-Hill is a world renowned company, whose activities embrace magazines, books, video discs, computerised data bases, electronic-online transmission of information, multi-media presentation and television broadcasting. Our total magazine circulation alone is 11 million worldwide.

To continue this success we wish to appoint an Editor-in-Chief for "INTERNATIONAL MANAGEMENT", one of our most important monthly magazines, which is published at our Maidenhead location.

Proven journalistic, managerial and administrative achievement at the highest level is essential. The Editor-in-Chief must be able to provide the necessary leadership and guidance to experienced editorial and production staff and identify the most relevant issues, emerging trends and new managerial techniques in order to influence and expand a current readership of 1.6 million executives throughout Europe, the Middle East, South America, Asia and Africa.

Apart from offering the right candidate a major career opportunity the post carries a salary negotiable significantly into 5 figures, plus car and many other benefits associated with a highly successful and expanding company.

Please write in confidence to:
Paul Jamison, UK & European Personnel Director
MCGRAW-HILL INTERNATIONAL PUBLICATIONS CO. LTD.
McGraw-Hill House, Sheepenhardy Road
Maidenhead, Berks SL6 2QL

FULL-TIME NON-EXECUTIVE
DIRECTOR

We are retained by a leading fund management group who specialise in investment in unquoted companies. They are seeking to appoint a full-time executive who will become a non-executive director of a number of the companies in which they are interested.

Candidates will have had a successful record as Managing Director of a publicly quoted company and have broad industrial experience. The Managing Director of an industrial conglomerate group would be very suitable. Experience in both manufacturing and service industries is desirable.

The age bracket is late 40s to mid 50s and the reward package will be worth in excess of £30,000 and include a car.

For further details in strict confidence
please telephone or write to: Somerset Gibbs,

Directorship Appointments Limited
66 Great Cumberland Place, London W1H 8BP. Tel: 01-402 3233

Financial Controller
(to £25,000)

Our clients are a substantial Trading and Commodity House. They seek a Financial Controller for their Commodity Division in the City of London.

All enquires will be accorded strictest confidence. Please write with full details quoting reference 1757 and listing separately those companies to whom you do not wish your details to be sent. Applications will be forwarded directly to our client.

Charles Barker
RECRUITMENT ADVERTISING SERVICES
30 Farringdon Street, London EC4A 4EA 01-236 3011

COMMODITY ACCOUNTANT

Required by small but fast-expanding City firm of commodity brokers to assume responsibility for all aspects of its accounting, including accounting systems and management accounts.

Practical experience of accounting for futures and physical trading is essential.

An attractive salary package will be offered dependent on age, experience and qualifications.

Please write, giving c.v. and using reference 167, to:
FRIDIE, BREWSTER & CO.
2/3 Warwick Court, Gray's Inn, London WC1R 5DW.

APPOINTMENTS
ADVERTISING

Rate £29.00
per single-column
centimetre

ALEXANDERS DISCOUNT p.l.c.

has a vacancy for a trainee aged 20-24 with, ideally, some "A" levels and banking or other financial experience.

Good salary and usual banking fringe benefits.

Apply in writing to:
Mr. G. L. Blacktop
ALEXANDERS DISCOUNT p.l.c.
1 St. Swithins Lane, London EC4N 8DN

Regional Representatives

Africa/The Middle East

The Royal Bank of Canada is Canada's leading international bank and the fourth largest in North America with financial interests in over 100 subsidiaries and affiliates throughout the world.

We are currently expanding our operations in Africa and the Middle East and are therefore looking for experienced international bankers who have operated in these markets and who require roles of substantial responsibility for area control and development and excellent prospects for personal career development.

Initially based in London, you should be prepared to relocate to Africa or the Middle East in due course.

Please forward your resume, or telephone for an application form to: Kathryn M. Riley, Manager, Personnel, The Royal Bank of Canada, 99 Bishopsgate, London, EC2M 3XQ. tel: 01-920 9212, ext: 4262.



THE ROYAL BANK OF CANADA

International Securities Distribution

To join its expanding distribution activity in the international capital markets, County Bank seeks two experienced sales executives.

1. For one, specific responsibility will be to develop further the placement of convertible bonds and other equity-related instruments. The job will include the management of new issue commitments in this sector, and the development of business with both in-house and external accounts in the secondary market.
2. The second post will centre on the distribution of and dealing in U.S. Dollar debt instruments. The successful applicant may already have established relationships with investors in the Far East or another geographical region.

We are offering attractive, negotiable salaries, together with the benefits package normally associated with a leading merchant bank.

Please apply, with details of age, qualifications and experience, together with current salary, to:

Ian Carlton, Personnel Manager,
County Bank Limited, 11 Old Broad Street,
London EC2N 1BB.

COUNTY BANK
National Westminster Bank Group

Experienced Local Authority Broker

Due to expansion Butler Till, the leading sterling money broker, has a vacancy in the Local Authority Section.

The successful applicant will possess a sound understanding of local authority broking and the desire to play an important role in the maintenance of our premier position in this market. An excellent remuneration is offered together with a first class benefits package.

Please apply in the strictest confidence to:
C. M. Dobson, Director, Butler Till Limited,
Adelaide House, London Bridge, London EC4A.

BUTLIERS

Butler Till Limited
A member of the Sims Darby Group

Corporate Planning Executive

c. £16,000 London

Our client is a highly successful international company with diverse interests in a number of highly competitive fields. To strengthen the company's existing planning expertise and make an important contribution towards the further development of corporate planning methods they currently wish to appoint a Corporate Planning Executive.

The person appointed will participate in the broad range of strategic planning functions. This will include involvement in the formal planning process, the identification and examination of new business opportunities, investment analysis and economic forecasting and analysis.

The successful candidate is likely to be aged 30-35 with a good Degree in Economics or a related discipline and with relevant experience gained with a major diversified international organisation.

In return they offer a salary in the region of £16,000 plus a comprehensive executive level benefits package which includes a car, BUPA, 5 weeks holiday and a good company pension scheme.

Please write with brief but comprehensive C.V. including current salary listing any companies to whom you do not wish your application forwarded and quoting ref: FT/450 to: Peter Phillips, Riley Advertising (Southern) Limited, Old Court House, Old Court Place, London W8 4PD.

A member of the Rex Stewart Group
LONDON BIRMINGHAM BRISTOL EDINBURGH GLASGOW
LIVERPOOL MANCHESTER NEWCASTLE NOTTINGHAM PERTH

Confidential Reply Service
TRICY

Laurie, Milbank & Co


In order to maintain and strengthen their major presence in the Gilt Edged market, Laurie, Milbank & Co., now invite applications for the following vacancies:

GILT EDGED SENIOR SALESMAN
Candidates must be experienced, with a sound Gilt Edged market background, and an enthusiasm for servicing institutional and trading clients.

GILT EDGED JUNIOR/TRAINEE SALESMAN
Stock Market experience is not vital for this appointment which is to assist and learn from a senior salesman. A mathematics or computer background would be an advantage.

These are excellent opportunities for men or women to display skills and enterprise in an expanding environment, where such attributes will be well rewarded.

For a preliminary discussion, in complete confidence, please contact:
John Wilmo/Ken Ayers
LAURIE, MILBANK & CO.
Portland House,
72/73 Basinghall Street, London, EC2V 5DP
Telephone: 01-606 6622



Phillips & Drew Futures

We would like to hear from experienced commodity dealers who have a proven track record and feel held back by lack of prospects in their present firm. We can offer excellent opportunities and back up with this large firm of stockbrokers who have made a substantial commitment to the U.S. and London Futures Markets.

A foreign language would help; salary, holidays, etc. will satisfy the right persons.

Please apply in writing to:
C. J. Lewis, Partner
Phillips & Drew
Lee House, London Wall, London EC2Y 5AP

Management Consultants

Business Planning and Development

Increasing client demands for advice on major strategic problems have created opportunities for mature and energetic professionals to join our team. Typical assignments require close involvement with clients top management in dealing with the challenge of:

- * mergers and acquisitions
- * financial and organisational planning
- * management buy outs
- * new project appraisal and funding
- * computer based information systems development

Consultants enjoy considerable freedom to develop and implement solutions supported by skilled colleagues in other disciplines.

We have opportunities for both SENIOR CONSULTANTS with previous management consultancy experience and for CONSULTANTS moving from industry or commerce. A good first degree plus an accounting qualification or MBA and evidence of progressive achievement are mandatory. First hand experience of developing computer based information systems would be a considerable advantage.

Salaries and conditions, including car and non-contributory pension fully reflect the responsibilities of the positions.

Write in confidence to David Robinson of:
Spicer and Pegler Management Consultants
St Mary Axe House, 56-60 St Mary Axe
London EC3A 8BJ

EUROBONDS

EUROBOND SALES EXECUTIVE: Major Western Bank seeks two experienced Eurobond Sales Executives to augment their expanding Sales Department. A minimum of 2 years Eurobond Sales is a prerequisite. Salary £15-23,000 plus bonus.

TRADERS-STRAIGHTS: The above-mentioned Bank also seeks two Eurobond Traders with experience of Trading Straights. They will consider both experienced and junior Traders (providing some knowledge of the market has been gained). Salary £15,000.

INSTITUTIONAL SALES EXECUTIVES: London based Stockbrokers seek a Junior Institutional Sales Executive with at least 2 years' experience of the Far East market sector to assist with the expansion of the Division. Applicants must have a sound education with an articulate manner. Salary c. £10,000. The same organisation would also like to meet a similarly qualified Sales Executive with 2 years' experience in the retail/retiree sector. Salary c. £10,000.

Our Consultancy would also like to meet Traders with experience of Straights, Plesters and Convertibles to talk about a number of positions within major Eurobond Houses. Applicants must have at least 2 years' trading experience in the Eurobond market with a proven track record. Salaries range from £12,000-£18,000 basic plus bonus.

For further details of these positions, please telephone Paul Boucher on the number below (or 01-603 7482 evenings/weekends)

CHARTERHOUSE APPOINTMENTS 01-481 3188

Europe House, World Trade Centre, London E1

BANK OF OMAN

requires

CHIEF DEALER FX AND DEP.
To assume responsibility for the day to day running and control of its dealing room activities.

DOCUMENTARY CREDIT OFFICERS
With minimum five years experience.

OFFICERS FOR CORPORATE BANKING
Minimum three years marketing experience with successful record of business development.

Write in confidence to:
Personnel Division,
Bank of Oman
3 South Place
LONDON EC2 P2NH

Accountants for Internal Audit

Bracknell, Berks


Nowhere is the 3M philosophy of encouraging individual contribution more strongly in evidence than in the field of internal audit. Based at our newly extended UK headquarters, our accountants work at the centre of company affairs in close liaison with senior management, and make a major contribution towards improving results at all levels—a fact which is reflected by our impressive record of profitability and growth throughout the recession.

If you are a chartered accountant, probably in your mid 20s, and have good audit experience in industry, or a large international practice, you could be a prime candidate to join our small, highly professional team. You can look forward to a stimulating, varied workload involving travel to our many UK locations and providing a substantial challenge to your developing professional expertise.

We offer first-class opportunities to acquire a keen insight into our exceptionally broad range of commercial, technical and managerial functions. These will provide the ideal proving ground for your abilities, with excellent career development prospects.

Initial remuneration will not prove a problem for high-calibre candidates. A good range of large-company benefits completes the package.

Please write with full personal and career details to: Diana Cotton, Personnel Manager, 3M UK, Redkingsway, PLC, 3M House, PO Box 1, Bracknell, Berks. RG12 1JU. Tel: 0344 58203.



FOREX APPOINTMENTS

SENIOR DEALER, all round experience, for principal dealing position in new London branch of overseas bank. Excellent promotional prospects. Age 25-40.

EXCHANGE DEALER required for European bank. 3/4 years dealing with sound experience in spot currencies. Suggested age 24-29.

DEPOSIT DEALER, 2/3 years experience for active Treasury desk of European bank.

A EUROPEAN and a Merchant bank each seek a junior dealer having 1/2 years exchange/deposit experience. Sound opportunities for career advancement.

FOREIGN EXCHANGE MANAGER for new London branch of long-established European bank. To age 35.

DEPOSIT/C.D. TRADER, 3/5 years experience, required for expanding dealing room of transatlantic bank.

DEALING ROOM ASSISTANT. Opportunity for enthusiastic, energetic young person with Settlements experience. These positions, and others not mentioned, carry competitive, negotiable salaries with the usual range of benefits.

Write or phone in full confidence to:
JEREMIE STEPHENSON
13/14 Little Britain, London EC1A 7BZ. 01-606 6834

SENIOR CONSULTANT

Forex Research Ltd. is seeking an experienced macro-economist, preferably with some quantitative skills, to strengthen the research team in London. Ability to produce reports is a high standard to meet deadlines is expected. Fluency in at least one foreign language is highly desirable. Previous consultancy and foreign exchange forecasting experience, while not essential, would be an asset. Salary indicator: £10,000 plus.

Reply in strict confidence to: Director of Research Co-ordination,
FOREX RESEARCH LTD.
31 Mount Pleasant
London WC1X 0AD

FINANCE DIRECTOR (LONDON)

International Management and Engineering Contracting Company in the Oil and Gas Field seeks a FINANCE AND COMMERCIAL DIRECTOR. The successful applicant, in addition to Financial Control will be responsible for the Company's Contracting and Legal Administration. F+ CD must have thorough understanding of contract negotiations and experience of joint venture and subcontract negotiations.

The salary and fringe benefits will be attractive to the right person.

Please write with full details to Box A7730, Financial Times, 10 Cannon Street, EC4P 4BY.

JOB SEARCH

Your next top level appointment

THE JOURNAL OF EXECUTIVE RECRUITMENT is a new monthly publication especially for the senior job hunter. It is the only journal in the UK to carry details of nearly 80 top-level assignments currently being handled by leading recruitment consultants. These positions do not appear elsewhere.

The Journal also contains articles of particular interest to you as a job seeker and as a senior manager. Obtainable by subscription only. For a specimen copy contact:

BIRD PUBLISHING LTD.
87 Jermyn Street, London SW1Y 6JH.
Tel: 01-630 2953 — 01-633 3935.

ACTUARY

EXPERIENCED

widely experienced in analyzing and selling shares in insurance and insurance broking companies to institutions, would like to act as a consultant to a firm wishing to extend their coverage of this sector of the market. Other investment based projects would be considered.

Please write Box A7739
Financial Times
10 Cannon Street, EC4P 4BY

CHARTERED SURVEYORS' JOURNALS

requires

NEWS EDITOR

For their monthly magazines, CHARTERED SURVEYORS' and CHARTERED QUANTITY SURVEYORS'

Candidates must have a knowledge of the property and/or the construction industries and experience of working on a weekly trade or professional magazine.

This is an opportunity to join a lively team with exciting publishing plans for the coming year.

SALARY up to £2,500 p.a. according to ability and experience.

Applications with C.V. (including daytime telephone number) to the Personnel Officer, The Royal Institution of Chartered Surveyors, 42 Great George Street, Pall Mall, London SW1P 3AA.

ان شاء الله تعالى

FINANCIAL MANAGER

We are a young, happy and progressive Marketing Company. Based in London, our nationwide sales force services every type of retail outlet throughout the UK and Ireland. Our wide and interesting product range includes novelty stationery, games and puzzles, executive gifts, toys, key rings and T-shirts. To cope with our rapid expansion, we urgently require a high-calibre qualified person to strengthen our management team. Applicants, aged 25 to 35, should have at least 5 years commercial experience and be familiar with budgets, management accounts, cash flow forecasts, credit control and all the financial accounting functions. Experience in computerised accounting will be an advantage. Reporting to the Managing Director, the Financial Manager will be responsible for the Accounts department and is expected to participate in the making of management decisions. This is an ideal opportunity for a competent accountant with entrepreneurial flair and the capacity for hard work to develop his/her potential with a progressive Company in a demanding and challenging environment. This senior appointment will suit only a Company-minded person.

Salary will be in the region of £12,500 according to age and experience.

Applicants please write enclosing C.V. to:

Mariann Hagelhorn
Dallas Marketing
Cranmer House
38 Brixton Road
London SW9 6DZ



FOREIGN EXCHANGE MANAGER

Successful U.S. Bank requires a Foreign Exchange Manager for its London branch. The ideal candidate would have at least 3 years' experience and would be ready to assume an active role in setting the direction for the money market activities of the branch. Competitive salary and benefits.

Replies, which will be handled in complete confidence, to:

Box A7740, Financial Times
10 Cannon Street, EC4P 4BY

FX DEALER

A newly-established banking venture with substantial interests from the Gulf with the head office in London needs an experienced FX Dealer for their London operation.

A solid work record, a willingness to progress, marketing ability and some knowledge of the Kuwaiti and Bahraini money market is required. Salary negotiable according to experience, including excellent bank benefits.

CREDIT OFFICER

Is required with the necessary experience in the U.K. and International lending in order to take over the responsibility of the newly-established credit department. To a certain extent, the activity will involve retail-lending in the West End branch. Marketing ability and willingness to travel are essential.

Salary negotiable according to experience, including excellent bank benefits.

Please write in strict confidence, giving full details of career, to

Box A7737, Financial Times, 10 Cannon Street, EC4P 4BY

UK RETAILING ANALYST

Medium-sized stockbrokers, with substantial overseas business, are developing a UK retail presence, having recruited a well-known salesman in this field.

The analyst sought will work with him, so benefiting from excellent industry contacts, and prospects of rapid career development.

Ideally, the applicant will be a graduate, C.A., M.B.A., or similarly qualified, with 1-2 years' experience of the retailing industry at a financial house. But lack of directly relevant experience need not be a deterrent for such a challenging position.

Write Box A.7738, Financial Times
10 Cannon Street, EC4P 4BY

MANAGING DIRECTOR (LONDON)

An International Engineering Contracting Company seeks a SENIOR EXPERIENCED CHIEF EXECUTIVE with a proven record of the Management and Engineering Contracting in the Oil and Gas Field.

The applicant must be profit-conscious, with strong financial and budgetary disciplines and should be able to make a constructive contribution to the Company's continued growth.

Salary and fringe benefits will be attractive to the right person.

Please write with full details to Box A.7729, Financial Times, 10, Cannon Street, EC4P 4BY.

COMPANY SECRETARY

REQUIRED BY LONDON PROPERTY COMPANY

Our client, a subsidiary of a well-known International company, requires a qualified and experienced Company Secretary at its Head Office in the City area. The Company is concerned with property redevelopment within the City of London area and the vacancy arises through the expansion of its management team.

The role combines statutory company secretarial duties with legal, insurance, financial and administrative matters. In addition, planned growth of the management services will create a wide variety of assignments to improve profitability, planning and statistical/financial analysis of the effectiveness of the Company's operations.

The ideal candidate, aged 28 to 35, will be a qualified Chartered Secretary or Accountant with a property-oriented background with experience of funding operations. Attractive salary, company car, and other large company benefits.

Please send full details of qualifications and experience to date, together with details of current salary, to:

New Trend Advertising Ltd.
Ludgate House, 107-111 Fleet Street, London EC4A 2AB

QUALIFIED ACCOUNTANTS £15,000 - £25,000

Michael Page Partnership wish to hear from qualified accountants whose track record to date has demonstrated superior ability and considerable management potential.

Perhaps your current appointment is fulfilling your immediate career needs, but nevertheless you are interested in future opportunities suitable to your long-term ambitions. Conversely you may be actively seeking a new appointment now.

In either case, we, as an established consultancy specialising in the search and selection of accounting and finance executives, will be pleased to discuss your specific requirements at any time.

Initial contact will be established by sending a brief curriculum vitae to Nigel Hopkins, FCA, Michael Page Partnership, High Holborn House, 49/51 Bedford Row, London, WC1V 6RL Tel. 01-405 0442. He will treat your interest in the strictest confidence.



Michael Page Partnership
Recruitment Consultants
London Birmingham Manchester

SCHOOL BURSAR

Required for August 1982 resident bursar. Ideally b/af/b should be interested in taking charge of development programme for medium-sized co-educational boarding/day, preparatory/senior school in 150 acres of parkland. Must be energetic, enthusiastic, creative thinker willing to carve major career with backing from forward-looking businessmen, staff and board of governors.

Apply in writing giving curriculum vitae and salary required, to:
THE HEADMASTER
LINDSFARNE COLLEGE
WYMNISTAY, RUARON
CLWYO LL14 8LD

APPOINTMENTS WANTED

FINANCE MANAGER

British accountant, experienced in banking, investments, construction and other industries. seeks to change present Middle East employer in the investment business. Willing to be based in Europe or Middle East, with European or U.S. financial group with which 5 years' experience in the Middle East and West Africa plus consultancy and a facility with languages would be of value. Full C.V. available to genuine potential employers and discreet employers. All letters will be acknowledged and treated in the strictest confidence.

Please reply to Box A.7738
Financial Times
10 Cannon Street, EC4P 4BY

International Appointments

INTERNATIONAL APPOINTMENTS ALSO APPEAR ON FOLLOWING PAGE

International Banking

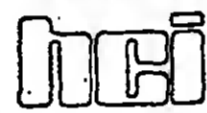
The International Division of this specialist Bank Recruitment Consultancy carries a wide ranging portfolio of assignments including the following:-

- | | | | |
|--------------------------------------|------------|--------------------------------------|------------|
| CHIEF AUDITOR - Hong Kong | \$35,000 | GENERAL MANAGER - Frankfurt..... | DM 160,000 |
| HEAD OF SHIPPING - Paris..... | FF 200,000 | CHIEF F.X. DEALER - Athens..... | neg. |
| DEPUTY MANAGER - Dusseldorf..... | DM 115,000 | GROUP INTERNAL AUDITOR - Paris... .. | FF 180,000 |
| INVESTMENT MANAGER - Luxembourg..... | neg. | ACCOUNT OFFICER - Stuttgart..... | DM 60,000 |
| TREASURY MANAGER - Bahrain..... | neg. | F.X. MANAGER - Nassau..... | neg. |
| ACCOUNT OFFICER - Amsterdam..... | DG 65,000 | PROJECT FINANCE - Frankfurt..... | DM 100,000 |
| JUNIOR OFFICER - Abu Dhabi..... | \$20,000 | SENIOR LOANS OFFICER - Luxembourg.. | BF 1.3m |
| LEASING OFFICER - Frankfurt..... | DM 70,000 | SWAP AND DEPOSIT DEALER - Paris.. | FF 180,000 |
| CREDIT OFFICER - Bahrain..... | \$35,000 | F.X. DEALER - Abu Dhabi..... | \$45,000 |

Jonathan Wren
Banking Appointments

If you are interested in these or other opportunities please write in confidence enclosing a detailed curriculum vitae to Roy Webb, Jonathan Wren & Co., Ltd., International Division, 170 Bishopsgate, London EC2M 4XJ. Tel: 01-623 1266. No identities divulged without permission.

Holland Chemical International Ltd.



regional chief accountant - Central America

Holland Chemical International Limited is a privately owned international company involved in the distribution, storage, shipping and trading of industrial chemicals with offices in the U.S., Central and South America, Spain and the Netherlands.

As part of our plan to improve the quality of our accounting staff, we are looking for a suitable candidate for the position of Regional Chief Accountant for our distribution and terminal companies in Costa Rica, Guatemala, El Salvador and Honduras. The position reporting to the Regional General Manager, will be based in Costa Rica but will involve frequent travel to the other countries. The job will entail overall responsibility for financial and management accounting and all treasury activities of the region.

The person we are looking for should have a degree and/or a recognised accounting qualification along with a number of years experience as a Chief Accountant.

It is essential that the candidate speaks Spanish and Central American experience would be a significant advantage. The Company offers a basic salary tailored to local conditions which will ensure a good standard of living, a company car and one month paid home leave annually.

In addition, the company operates a bonus system linked to profits and performance with the possibility of equity participation after some years. The Company will pay full relocation expenses. Letter of application (which should be handwritten), along with curriculum vitae, should be sent to:

Finance Director, H.C.I. (Services) B.V.,
P.O. Box 12910, 1100 AX Amsterdam, The Netherlands

Accountants For Europe

West German Base Neg. D.M. Package

OUR CLIENT, a two billion dollar US multi-national group now seeks to recruit two recently qualified Accountants to augment their existing management team.

RESPONSIBILITY is to the Audit Manager for operational audits of marketing, personnel, production control, acquisitions and treasury functions; systems audits using in-house devised audit packages, and limited review audits.

BASED in Frankfurt you will spend approximately 60% of your time in Germany, with the remainder in Scandinavia, Holland, Belgium, Switzerland and Italy.

PROMOTIONAL opportunities are excellent as the organisation pursues an aggressive career progression plan.

APPLICATIONS are invited from qualified Accountants, aged up to 30 possessing reasonable fluency in German or a Scandinavian language. Self-motivation, social awareness and the ability to succeed are the essential qualities required in this demanding but fulfilling role.

AN ATTRACTIVE salary and benefits package will be negotiated.

TO APPLY please telephone or write in confidence to M.J.R. Chapman quoting Ref. 5367.

Lloyd Chapman Associates

125, New Bond Street, London WY1 0HR 01-499 7761

Zimbabweans Banking and Finance

A commercial bank with branches throughout Zimbabwe has unique openings for Zimbabwean nationals with professional training in a financial environment. Well trained (perhaps in finance, banking, building society, municipal treasury or foreign exchange) you could, assuming managerial responsibility, earn Z\$12,000-16,000 each year plus bonus, allowances and car. Excellent benefits. Assistance with removal. Low interest rate for housing loans.

Please write in confidence with details of qualifications and experience quoting reference 410/JB/FT to:

Robert Lee International
24 BENTLEY SQUARE, LONDON W1K 6AR

Investment Analyst PARIS

We are seeking an investment analyst for European markets to assist a British team based in Paris, advising international funds on worldwide economic and investment trends.

Candidates, aged 27-32, should have good knowledge of stock markets and administrative procedures. Negotiable salary.

Please send full C.V. to:
Hugh Ellerton
Michael Rule SA
5 rue Vernet-75008 PARIS

Exchange Dealer

BANK ON VARIETY IN KUWAIT

If you like concentrating on currency dealing, but want your role to involve more than just foreign exchange, you will appreciate this opportunity in Kuwait. As an important member of a small team, you will also be engaged on short/long term investments, bullion deals and other semi-banking operations.

It is important therefore that you have gained excellent experience in banking generally. Probably in your thirties, you will be British-qualified, adaptable and conscientious, with knowledge if possible of the Middle East environment.

In addition to a tax-free salary c. £18,000, you will receive a range of other benefits including family accommodation and air fare allowances. The initial contract will be for three years.

If you are interested in supplying your expertise to develop my client's organisation, ring or preferably write to me, Richard J Sowerby at Cripps Sears & Associates (Personnel Consultants), 68/69 High Holborn, London WC1V 6LH.

Tel: 01-404 5701 (24 hours) Telex: 693155

Cripps, Sears

FINANCIAL ANALYST

FOR

SAUDI ARABIA

SYMONDS-TRAMOR have fully-staffed, professional offices in Riyadh, Saudi Arabia, from which we have been providing for a number of years a confidential consultancy service on construction projects of all types to a major Government Department.

Due to an expansion in the scope for our services, we wish to recruit a Financial Analyst to join our team in Riyadh whose duties will be to develop and implement techniques both for the analysis and evaluation of major Government-financed or aided projects, both within and outside Saudi Arabia, in terms of direct cost benefit, economic benefit and social benefit and for the statistical analysis of such projects to form a data-base for the comparative assessment of future investment projects.

We are looking for a university graduate in economics or similar field who will, probably, hold an additional professional qualification in accountancy or a related subject. Practical experience in the financial analysis of projects is essential.

Appointment may be on married or single status and will be, initially, for a period ending in mid-September 1983. Terms offered include:

- | | |
|---------------------------|------------------------|
| Generous tax-free salary | Free accommodation |
| Terminal bonus | Free travel |
| Kit allowance | Free medical treatment |
| Six weeks' leave per year | |

For further information, please contact:-

David Greaves
SYMONDS-HEENDREF
22 Cathedral Road, Cardiff CF1 9LJ
Telephone: Cardiff (0222) 372481

Accountant

Wide-Ranging Role

United States c. \$32,000 + accom.

The organisation provides a unique range of services to marine insurance and shipping, worldwide. Although relatively small in headcount, the role it plays is of significant importance.

Following a brief period in the London Head Office the successful candidate will transfer to New York for at least two years. A major task will be to select and implement a computerised accounting and administration system. In addition the Accountant will both produce and extend management information, and aid the development of local staff. Future prospects with the Group may be worldwide and outside pure finance.

Candidates must be qualified accountants, in their mid to late 20's. They must have experience in commerce involving practical and detailed responsibility for accounting records as well as the use of computer facilities. Personal qualities must include enthusiasm, the ability to take initiative and a tactful approach to staff.

Please reply in confidence giving concise career and personal details and quoting Ref. ER506/FT to I. D. Tomisson, Executive Selection.



Arthur Young Management Services
Rolls House, 7 Rolls Buildings
Fetter Lane, London EC4A 1NH
Tel. 01-831 7190

Member of the AUSA Group in Europe and of Arthur Young's network in Asia.

International Appointments

GROUP MANAGING DIRECTOR

C. \$HK440,000

The overseas trading group of a major British international public company requires a Managing Director to succeed the present chief executive leaving on retirement. Location Hong Kong.

The Group's subsidiaries are concerned in Trading, Servicing, Supply and Manufacturing in the Far East, Africa and Europe.

The task is to manage all aspects of the company's business with a view to leading it to further growth and expansion in overseas markets, reporting to the Main Board in London.

The requirement is for senior management experience with a sales and marketing orientation. The successful candidate will probably have a good university degree and/or professional qualification and should have served in the Far East. It will be an advantage to have held line management but above all we are seeking an executive with drive, enthusiasm and entrepreneurial flair.

Preferred age 35-45. In addition to the salary indicated above there are generous overseas benefits which include free housing, assisted education, excellent pension arrangements, medical cover and insurance, six weeks' annual leave with family passages paid and a car. Taxation in Hong Kong is at the rate of 15% of salary.

Write in confidence to:-

F. H. Scobie
F. H. Scobie
F. H. Scobie & Associates, Management Consultants
28-29 St. James's Square, London, SW1

Accountants

International Operations

If you are aged in your mid to late 20s and preferably a graduate Chartered Accountant with the ambition to work extensively overseas whilst adding to your experience, this could be an excellent career opportunity.

We are a British-owned international group of companies with a world-wide sphere of operations and a turnover in excess of £7,000 million. Due to continuing staff development, several demanding appointments have arisen in the planning and carrying out of operational audits in our overseas companies.

As an international accountant, you will be advising senior management on improving internal controls and systems including our rapidly developing computer-based operations. Visits normally last 3-6 months with brief periods in head office between assignments. After 2-3 years, international career paths are frequently offered which lead to senior management positions within the group.

To find out more about the work and the attractive remuneration package, please write to Geraldine Cable, British-American Tobacco, 7 Millbank, London SW1P 3JE or ring 01-222 2610 and listen for details.



Gulf International Bank s.c.

Auditors for Bahrain

Salary Negotiable

The Bank has a phenomenal growth rate and is internationally known for its excellent professional standards. Further significant expansion of business is planned and two Bankers of outstanding quality and experience are required for:

- ASSISTANT CHIEF AUDITOR
- RISK ASSET EXAMINER

Candidates, preferably aged 30-40 should have:

- sound educational background
- professional qualification in Banking or Accountancy
- 10 years' banking experience

-an exposure to inspections work, credit and computer based systems.

These positions are offered on a career basis.

Remuneration and benefits are extremely competitive and are designed to attract candidates of outstanding quality.

Interested candidates should write enclosing their CVs to:
The Assistant Vice President,
Recruitment, Training & Development,
P.O. Box 1017,
Manama-Bahrain.

All applications will be handled in strictest confidence.

Gulf International Bank s.c.

OVERSEAS DEVELOPMENT

KNOW-HOW-vital to developing countries

Management Accountant/ Financial Analyst

Malawi

Required to ensure efficient running of statutory bodies. Duties include handling of policy matters, monitoring the financial and administrative management of statutory bodies and processing of development projects. The successful candidate will assist the Principal Secretary to undertake for all statutory bodies the following functions: Analysis of financial reports, valuation systems, budgeting, working capital management, managerial cost accounting, corporate planning and project appraisal as well as control systems. Applicants should be UK citizens with either a university degree in business administration, or economics with specialisation and experience in management accounting or financial analysis; or professional qualifications in accounting and finance with extensive experience in management accounting.

Appointment two years. Salary in range £16,075-£18,750 pa subject to UK income tax plus variable tax-free overseas allowance.

The post is wholly financed by the British Government under Britain's programme of aid to the developing countries. In addition to basic salary and overseas allowances other benefits normally include paid leave, free family passages, children's education allowances and holiday visits, free accommodation and medical attention. Applicants should be citizens of the United Kingdom.

For full details and application form please apply, quoting ref AH 372 (RC 208/102/01/D), stating post concerned and giving details of age, qualifications and experience to:



Recruitment Executive,
OVERSEAS DEVELOPMENT ADMINISTRATION,
Room 351, Abercrombie House,
Eggleston Road, East Kilbride,
Glasgow G75 8EA.
HELPING NATIONS HELP THEMSELVES

£34,000 pa. Tax Free Financial Controller

SAUDI ARABIA Electrical Goods

A commercially minded FCA aged 35-50, Arabic speaking and Middle East experience an advantage. Ideally, will have had a progressive career in financial management within a manufacturing and wholesale/retail environment of consumer durables and/or capital electrical products. A career opportunity. Remuneration includes salary plus discretionary bonus. Fringe benefits include single/married free furnished accommodation, medical cover, annual home leave, company car and relocation expenses. Suitably qualified candidates please phone 01-631 1444 for an application form quoting MRD 2001 (24 hour answering service).

MRD

Management Recruitment Division,
BOYDEN INTERNATIONAL LTD,
87 TOTTENHAM COURT ROAD, LONDON W1P 9JH.
DUBLIN, BRISBANE, CARACAS, GENEVA, HONG KONG,
JERUSALEM, LONDON, MADRID, MEXICO CITY, MILAN,
MUNICH, NEW YORK, PANAMA CITY, SINGAPORE, SYDNEY, TOKYO,
TORONTO AND OFFICES THROUGHOUT THE USA.
Candidates to Management Recruitment Division since 1968.

International Electronic positioning and Shallow Geophysical Survey organisation in full expansion requires:

OPERATIONS MANAGER SINGAPORE BASED

Candidate must possess academic survey qualification as well as management experience related to survey services for oil industry. This is a rare opportunity to join a dynamic company providing generous salary, allowances and bonus system to the candidates. Only a senior person will be considered.

SENIOR SURVEYOR SINGAPORE BASED

Candidate must possess academic survey qualification and experience in report writing and editing as required by the industry and government agencies. He must be capable of quality control and organise the company's drafting computer section. Generous salary, allowance and bonus system will be offered to the right candidate.

Please apply in writing in full confidence to:

GEOMEK SURVEYS
c/o M. de Rain
Managing Director
3 Adam Park, Singapore 1128
Republic of Singapore

Banking in the Gulf

Senior Syndication Officer

Our client, a leading Gulf bank with a substantial portfolio that embraces government, corporate and project financing, is looking for a Senior Syndication Officer to handle regional and international syndications.

Applicants for this Gulf-based post should have 4-5 years experience of international banking, with particular emphasis on legal documentation, information memoranda and marketing of syndications. Terms and conditions of employment are attractive, and the duration of contract is negotiable.

All enquiries will be accorded strictest confidence. Please write with full details quoting reference 1754. Applications will be forwarded directly to our client.

Charles Barker

RECRUITMENT ADVERTISING SERVICES
30 Farringdon Street, London EC4A 4EA. 01-236 3011

Deboo Executive

ACCOUNTANCY PERSONNEL CONSULTANTS

CHIEF ACCOUNTANT

JEDDAH

£ Negotiable + car

Our client, a major service organisation, requires a qualified Accountant.

Reporting to the General Manager, he will be responsible for the preparation of accounts for four divisions, cashflows, forecasts, budgets and preparation of reports. Candidates either married or single should be in the age range of 25-45.

The company offers an excellent remuneration package which includes living allowance and accommodation amongst the benefits.

Interested candidates are invited to apply in their own handwriting or telephone for an application form to:

K. C. Davenport
17/21 Wilson Street, London EC2M 2TA
Telephone: 01-628 2714

QATAR GENERAL PETROLEUM CORPORATION NORTH FIELD GAS DEVELOPMENT PROJECT

THE North Field Project for the development of the natural gas of the North Field-Offshore the State of Qatar—is one of the world's largest gas projects. At this stage, facilities will be installed for producing over 2 billion cubic feet of gas per day, transporting the gas ashore, producing fuel gas for local consumption and about 6m tpa of LNG and shipping/transporting the products which also include condensate, raw NGL and sulphur.

A team of top level experts with varied and extensive relevant experience in large development projects in the Oil and Gas Industry and fluency in English is sought to cover the various fields of knowledge and expertise needed for the project:

- PROJECT ECONOMIST, preferably an engineer economist.**
Experienced in project evaluation and particularly in the evaluation of joint-venture agreements and in the LNG business.
- LEGAL CONSULTANT**
Experienced in the formulation and negotiation of sales contracts, joint-venture agreements and engineering and construction contracts.
- PROJECT ENGINEER**
Experienced in project and engineering management in the contracting business and particularly in large scale gas development projects.

4. STRUCTURAL ENGINEER

Experienced in the design, construction, operation and maintenance of offshore structures.

5. PETROLEUM ENGINEER. (Production-Oil Reservoir)

Experienced in the design, construction, operation and maintenance of offshore production facilities.

6. PROJECT PLANNING SPECIALIST

Experienced in project cost estimation and in the planning and management of large projects.

7. FINANCIAL CONSULTANT

Experienced in planning and negotiating financial aspects, including financing joint-venture agreements.

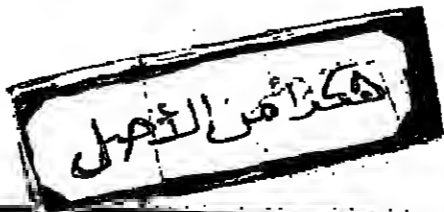
8. MARKETING EXPERT

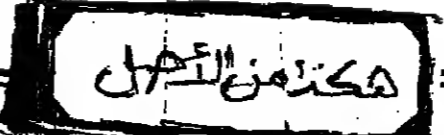
Experienced in marketing particularly in the formulation of LNG sales contracts and joint-venture agreements.

Excellent salaries and fringe benefits are offered. No local income taxes.

APPLICATIONS giving full details of qualifications and experience as well as membership of professional associations and supported by copies of relevant testimonials and indicating expected salary and earliest date of availability should be forwarded to:

THE CHAIRMAN
EXECUTIVE TECHNICAL COMMITTEE—NORTH FIELD
QATAR GENERAL PETROLEUM CORPORATION
P.O. BOX: 3212 DOHA, STATE OF QATAR





EDITED BY ALAN CANE

TECHNOLOGY

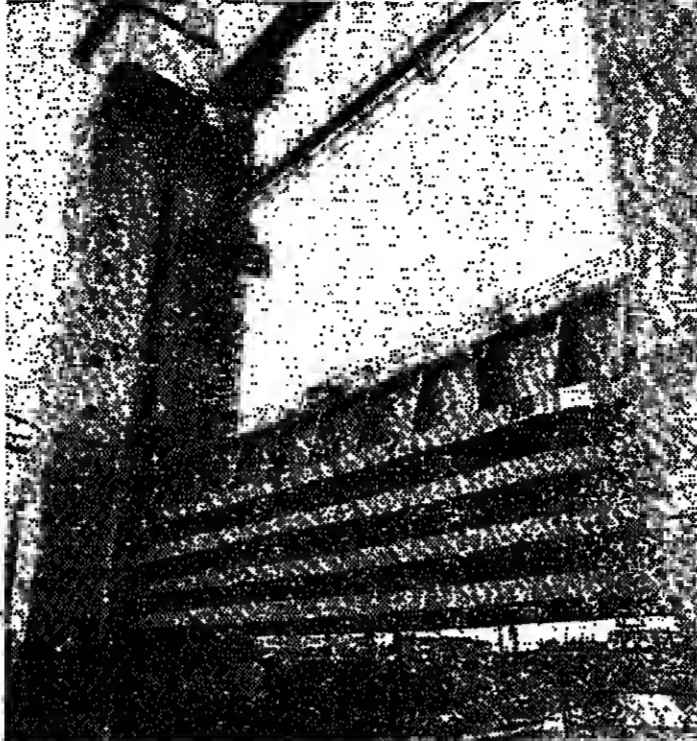
Chains help to beat the flood threat

MAX COMMANDER reports on the biggest transmission chains in the world, the outlook for the diesel engine, and JOHN WICKS in Zurich describes a Swiss first in heat-power generation.

THOSE of us who work and sleep within sight of the Thames may rest easier in our beds. The danger of London flooding has receded a little by the installation of the biggest transmission chains in the world.

The four chains of 300mm pitch and weighing nearly nine tonnes each have been set up at Number Three gate in the Thames barrier by Newton Chambers Engineering. The chains, designed to lift the 350 tonnes gate have a breaking strain of 450 tonnes.

Kingsland Engineering Company of Hackney (01-759 6357) is to launch a new range of hydraulic steelworkers. The XAG range have punching capacity from 70 to 135 tonnes. The range incorporates five stations for shearing, punching, notching, angle and section cropping. Hole capacities for the models (designated the 70, 90 and 135 XAG) are up to 1 in through 1/2 in mild steel and 1 1/2 in through 1 in mild steel and 1 1/2 in through 1 1/4 in thick mild steel.



Barking Creek Number Three Gate where the Renold chains can be seen running up the centre of the tower on the left. A matching set is attached to the opposite end of the gate on the right-hand tower.



The world's first heat-power generation plant used for demonstration in New Jersey.

More research needed into future of the dominant diesel engine

IN THE heavy goods lorry sector nearly all engines are diesels; shipping is about 90 per cent diesel-powered and similar power units are used for emergency generation. But what of the diesel's future. A survey initiated by the Petten, Netherlands, establishment of the EEC Joint Research Centre paints a slightly gloomy picture.

Seamus Timoney of University College, Dublin, the author of the survey, points out that at present there is no substitute for the diesel engine. "Their ultimate replacement," he says, "will probably have to await future fuel cell technology, that has not yet been thought of, let alone developed to an experimental state."

coolant systems, could raise this to, perhaps, 62 per cent. But refinements such as this would entail working the engine at much higher temperatures and would involve more sophisticated materials for pistons, cylinders and valves. The survey calls for an accelerated programme of research into high temperature materials application, the use of better alloys, ceramic coatings, etc.

Job satisfaction with a financial computer

BY ALAN CANE

COMPUTER PROFESSIONALS in the financial sector look for intellectual challenge in their jobs—but expect their contribution to be recognised and suitably rewarded. This is the chief message of a new study of job satisfaction among systems analysts and programmers carried out by the consultancy BIS-Pedder.

analysts and programmers. Overall, work content of the job had most priority with computer professionals with direct remuneration a close second and career development potential an even closer third. Job location and size of firm seemed relatively unimportant, giving credence to the BIS-Pedder view that computer staff develop a loyalty to the technology, rather than to their current employer.

Why should management be interested, especially, in how satisfied its systems analysts—the people who define the problem—and programmers—the people who write computer instructions—are with their jobs? The answer lies in the fundamental dependence of most firms on the computer and the people who run it—as the report points out: "There can be few other occupations where the work of relatively junior staff can have such a profound influence—for good or ill—on the corporation."

The unit, 138 mm by 225 mm (8 1/2 in x 5 in) provides a printed record for the user, or key holder, and can be installed to monitor one line, an extension or a multiple exchange system. It can be programmed to give a consecutive number to each call, describe the extension, provide the date, time, number dialled (up to 16 digits), duration in minutes and seconds, the number of British Telecom charge units and total cost of the call. Field tests, the company claims, have shown a reduction in bills up to 45 per cent. It costs about £290.

IMPROVE PRODUCT QUALITY

Contact Dept. PPR: 01-560 5166



Answers for the 80's

Telephone monitor system

"PRINT A CALL TM48A" a British designed and manufactured telephone monitoring system has been launched by Onophone, of 1 High Street, Titcham, Reading (0635 62789).

The unit, 138 mm by 225 mm (8 1/2 in x 5 in) provides a printed record for the user, or key holder, and can be installed to monitor one line, an extension or a multiple exchange system. It can be programmed to give a consecutive number to each call, describe the extension, provide the date, time, number dialled (up to 16 digits), duration in minutes and seconds, the number of British Telecom charge units and total cost of the call. Field tests, the company claims, have shown a reduction in bills up to 45 per cent. It costs about £290.



'Big bender' for your pipes

JOSHUA BIGWOOD, the Walverhampton engineers, designed this induction bending machine, which can handle pipes up to 40 ft (12 metres) long and bend them to a radius up to 18 ft (5 metres). One of the most technically advanced of its type in Europe, the "big bender" is said to be capable of operating at up to twice the speed of other similar machines in the UK and can bend steel pipes or others in non-ferrous materials up to 180 degrees and up to 36 ins (914 mm) outside diameter. Closed circuit cooling functions were designed by F. and R. Cooling (082 347 3281). Tube Benders, a subsidiary of Pipework Engineering, is at 021-557 6120 and Joshua Bigwood on 0902 54125.

How Bath University has cash for an idea to protect power lines

BATH UNIVERSITY has obtained a grant of £240,000 for research on a novel idea for protecting extra-high voltage power lines, from about 400 kilovolts up. The idea is to harness the "noise" in the lines generated by faults to detect the fault itself. Present systems are hampered by the need to filter out this noise. The proposal was put forward by Dr Alan Johns of the School of Electrical Engineering. It attracted a grant under the Co-operative Research Scheme of the Science and Engineering Research Council (SERC), one requirement of which is that a British company shall put up half the cash. GEC Measurements of St Leonards, Staffs, the major UK maker of protection equipment for high-voltage power systems, was the sponsor.

When faults occur in overhead power lines—when cables touch or collapse in bad weather, for instance—a surge of energy travels back down the line. This "travelling wave" of electricity interferes with the operation of equipment designed to safeguard the line from permanent damage by faults. Faster response to fault conditions would be the most obvious advantage. But the extent to which a power line can be loaded is related to the speed with which faults can be cleared.

Dr Johns and his colleagues, using mathematical simulations of the behaviour of power transmission systems, concluded that it should be possible to respond more quickly to fault conditions if the protection equipment used the electrical noise created by the fault instead of wasting time trying to filter it out. Together with Mr Ted Walker, chief engineer of GEC Measurements, a joint proposal has been drafted in which a team of six, led by Dr Johns, is being funded for three years of research. If it is successful, it could lead to a new generation of microprocessor-based protection equipment being developed by GEC.

DAVID FISHLOCK

Advertisement for Saipem, R.C.I., and BRIDAS. Includes text: 'US \$ 70,000,000. — Medium Term Loan Facility RIO COLORADO INTERNATIONAL LIMITED guaranteed by HYDROCARBONS INTERNATIONAL HOLDING COMPANY'. Lists various banks and agents.

Advertisement for Cwmbran. Includes headline 'Cwmbran welcomes businessmen with headaches.' and text: 'You'll find lots of brick walls in Cwmbran. But none you can bang your head against. So successful is business in our bustling new town, we've had to expand—creating yet another industrial development. Llantarnam Park. We've factory units from 750 sq. ft. to 12,000 sq. ft. and larger. Serviced sites are also available. And we've a package of grants and incentives that will give you relief from today's financial pressures.' Includes contact information and a coupon.

THE MARKETING SCENE

EDITED BY MICHAEL THOMPSON-NOEL

London Tobacco makes its mark

BY CARLA RAPOPORT

IT'S HARD TO ignore cigarette advertisements—ozing packets of gold, sides raining cigarettes, and now Britain drenched in black.

Into this battle of giants armed with huge advertising budgets has slipped London Tobacco, the first new cigarette company in years.

You may have missed its small black-and-white ads for London King Size, but the giants have begun to take notice.

The new company ignored the traditional life-style and image approach and went directly for the smoker's wallet.

Overall market profitability continues to shrink, and the initial friendliness of the tobacco giants could turn nasty if London captures any more sales.

London's future prospects remain very much controlled by Mr Lee. Just two years ago, however, he was facing redundancy when his employer, Sobranie, decided to quit tobacco after a century in the business.

Mr Lee had been international marketing director of Sobranie, but after many late-night conversations with friends and associates, he decided to take a crack at running a company himself.

He made an unsuccessful round of City institutions, and eventually found three overseas backers from his Middle East connections and two more UK investors who together provided £1m to buy up the Sobranie building and machines, with enough left over to start up a new business.

"I've discovered that once you've handled tobacco, you don't want to leave it—don't ask me why," says Mr Lee. Sitting in his modest London office, he toyed with one of his gold packets and spoke in a voice well-seasoned from his pack-a-day habit.

"It's a fairly animate type of product. It's really a visible means of expressing your taste and discrimination. You play with people's psyche when you market cigarettes."

Mr Lee has had plenty of experience in the psyche business. He spent more than 20 years with Carreras and managed the launch of Dunhill International before leaving for Sobranie. With each successive hedge, he watched the price of cigarettes climb, and came to the conclusion that smokers were quitting as much for price as for health reasons.

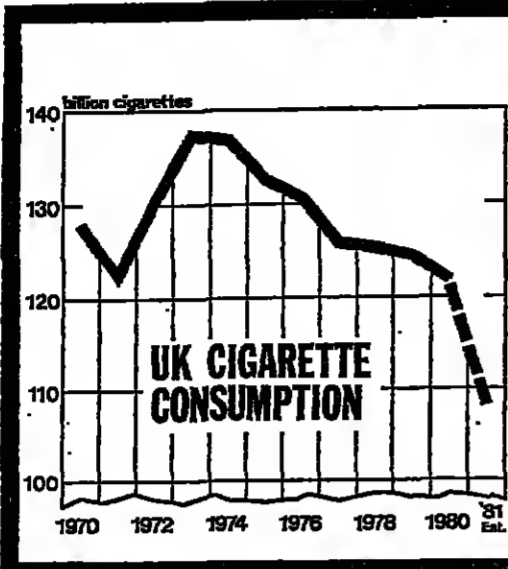
He reckoned that without a salaried sales force, only a small managerial staff and sticking with second-hand machinery, he could control costs and still make a profit.

Like himself, his small group of managers are all emigrants from the larger tobacco companies. "It's a friendly business, and initially we were showered with good wishes. They seemed to want us to succeed. Now the question is—how much?"

London's first mark of success nearly decimated the company. The steep duty content in the price of cigarettes has prompted Customs and Excise to require tobacco companies to guarantee at the first of each month that amount which will be due at the month's end.

For companies with less than £5m in duty payable each month, the full amount has to be guaranteed. Larger groups only face a guarantee for 20 per cent of the total amount due.

"We needed that money to nourish the business. We had our working capital all tied up and we couldn't expand to meet our orders," says Mr Lee. The banks wanted cash for the guarantees.



Philip Morris 3%, BAT 6%, Rothmans 11%, London Tobacco 1%, Imperial Group 50%, and 29% for others.

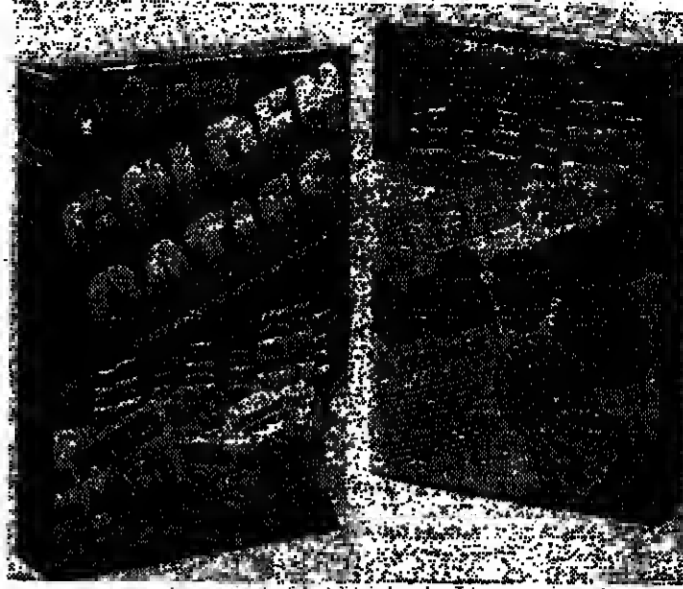
Major launch campaign for new Quaker cereal

IT IS NOT every day that the marketing director of a top UK food company feels brave enough to herald the launch of a new product as a "certain success," but that is how Neil Lister, marketing director of Quaker Oats, describes the introduction of Golden Oaties, which is being test marketed in the Yorkshire Television area.

Quaker's UK sales, at wholesale prices, are running at approximately £80m yearly, though Golden Oaties is its first major launch in what it calls the "£55m children's ready-to-eat, pre-sweetened breakfast cereals sector."

The promotional package includes a trial purchase coupon drop to 60 per cent of Yorkshire homes, regional inserts in children's comics, give-away in-pack games, 200 in-store sampling days, and a £2m national-equivalent TV campaign.

Quaker's last cereal launch was Harvest Crunch, currently brand-leader in the muesli sector, with sales worth £6.5m. Its biggest cereals brand is Sugar Puffs, which is Britain's



David Lowings, the Quaker executive responsible for the new product's launch, says Golden Oaties will make a big impact on the children's sector. "There have been no substantial introductions or changes in the top half-dozen positions for a decade," he says.

The brand has been created specifically for the 8-12-year-old group. Quaker's Yorkshire sales force is aiming to achieve extensive distribution by early March.

AGB retains UK TV contract

AGB RESEARCH, Europe's biggest market research company, has maintained its grip on the lucrative contract for UK television audience measurement.

This follows its recent gain of a contract from RAI, the Italian state television authority, to supply national Italian TV audience measurement, and renewal of a similar contract in Hong Kong. AGB's current contract with BARB, the Broadcasters' Audience Research Board, runs until July 1983. It has now been reappointed, for a five-year period, with the option of renewal for a further two years.

subsidary of A. C. Nielsen. BARB handles joint audience research for the BBC and the Independent Television Companies' Association.

When this happened, he said, the need for accurate TV audience measurement would become ever more pressing, advertising for STAS (MR) which says it has more experience of the United Kingdom can only claim this tax credit when the relevant tax treaty meets this facility.

"YOU ARE NOT A MANAGER. YOU ARE AN ORANGE."

Think back to the last problem you had and how you solved it. Did the answer come as a flash of light when your mind was on something completely different? Very possibly, it did.

Random flashes of inspiration are the answer to everyone's prayers—the drawback is, they won't come at your bidding... Or will they? According to one school of thought, you can induce ideas simply by applying a totally unrelated object to your thinking.

Advertisement for Management Today magazine. Includes a table showing circulation figures for Management Today compared to other magazines like Economist, The Director, and Chief Executive.

Advertisement for European Ferries Limited. Includes details about CDRs (Concessionary Depository Receipts), coupon exchanges, and contact information for Townsend Thoresen European Ferries.

Advertisement for Community Psychiatric Centers International Finance N.V. Notice of Adjustment of Conversion Price of 8 3/4% Convertible Subordinated Convertible Debentures Due 1996. Includes a graphic of a person digging and text about marketing services.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PSA. Telex: 8954871
Telephone: 01-248 8000

Thursday January 28 1982

Message from Mr Micawber

PRESIDENT REAGAN'S State of the Union message was, as we have come to expect, a masterly political performance. He possesses in abundance the quality President Carter so sadly lacked—the ability to inspire confidence. Harassed in an appropriate cause, this quality of leadership can achieve the otherwise impossible. In a questionable cause, however, it can readily degenerate into a confidence trick. At the very least it must be conceded to the President that in spite of a grim economic performance in his first year in office, he has managed to keep this question open for the time being.

Deficits

If strategy can be judged simply from the financial markets, the President has got away with it. Wall Street has been so vocally demanding, and yet it initially took the message in its stride. In fact this performance has little to say about the President's strategy, one way or the other. The markets may preach reformation, but they do not believe it until they see it, and were already discounting a do-nothing strategy.

The credit for the recent fall in U.S. interest rates belongs rather to the much-abused Mr Paul Volcker, Chairman of the Federal Reserve Board. Mr Volcker's message, a sensible one, reminded the markets that the trend of the money supply cannot be judged from two figures at a time of known and heavy seasonal distortion, and that the Fed could in any case accommodate some acceleration in narrow money growth within its targets, which have been unstifled.

Deflated

He was also reassuring about the fiscal balance—in the short term. Large deficits were to be expected during an economic recession, and could be accommodated. However, policy must aim to reduce and remove those deficits as the economy recovers, or else the recovery itself would be stifled by the high interest rates resulting from an excessive demand for credit. Mr Volcker, in short, was preaching the cyclically-adjusted approach to the Budget which Ministers in the UK occasionally embrace, but have failed to embody consistently in their strategy.

If the Administration's policy was that suggested by Mr

Volcker, one could take a very hopeful view of the U.S. outlook; but it is not. The President has overridden the advice of the Fed and of most of his own senior officials in deciding to take no action to reduce the deficit. The open question is whether he is simply deferring action because 1982 is an election year, or genuinely believes that it is unnecessary.

The signs are not hopeful. Mr Donald Regan's renewed attack on the Fed confirms at least that Mr Volcker remains elected as scapegoat for 1982, and suggests moreover that the Administration is talking itself into a belief that deficits do not matter. President Reagan's long term proposal to correct the Federal Budget balance by transferring spending responsibilities to the States will not even begin to affect the numbers until 1984, and is in any case highly questionable.

Raising local taxes instead of federal ones would do nothing to preserve incentives; we have tried the same trick in this country with public sector charges. The move will increase the gap between poor and prosperous states, and cut capital spending.

Assumptions

The "new Federalism," in short, is a tried recipe for had relations between local and national authorities, which economically simply transfers merrily tax-paying pocket to another, or to the construction industry; and that seems to be the whole economic content of the President's proposals. They stand or fall, then, on the plausibility of the official projections of the deficit, and of economic revival.

It is hard to reach a favourable judgment on either count. For the year to come the forecast deficit of less than \$100bn could indeed be accommodated; but this figure seems to be derived from decidedly bullish assumptions about both interest rates and economic growth, and seems correspondingly rubbery. For the future years which Mr Volcker regards as crucial there is nothing but Mr Micawber's hope that something will turn up—the spontaneous revival of enterprise and productivity.

It may be that the President's eloquence can refresh parts that conventional economics cannot reach. Failing that, however, he is likely to be left in 1983 with Mr Micawber's other message. Income, \$700bn, expenditure, \$800bn; result—misery.

BRAZIL'S ECONOMY
When the growth had to stop

By Andrew Whitley in Rio de Janeiro

DEET IS a way of life in Brazil. Everyone, from the Federal Government, arguing its case with western bankers for another billion dollars, to the humblest office boy is in hock.

But with luck and strong nerves Brazil, which currently owes some \$37.5bn to foreign creditors, could by the end of this decade shed the dubious distinction of being the biggest gambler for international banks among the world's debtor nations.

For Brazil's 125m people are now midway through a transitional period of simultaneous economic austerity and political liberalisation which may mark a turning point in the country's post-war history.

Thirty years of uninterrupted growth came to an abrupt halt last year when the country recorded its first year of zero growth. It was a dramatic change for Brazil which, despite high inflation and soaring debt, had grown used to an average growth in GDP of 7 per cent a year.

This year the brakes are to be relaxed a little, not least because the generals who rule the country are nervous about the possible effects of the political liberalisation they have now cautiously set in train. But the money supply will remain much more tightly controlled than in the past and the Government has set itself a clear target of a trade surplus of around \$3bn a year, a key first step on the road to reducing the mountain of debt.

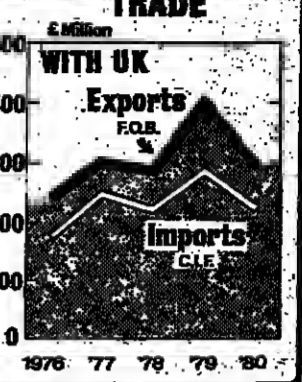
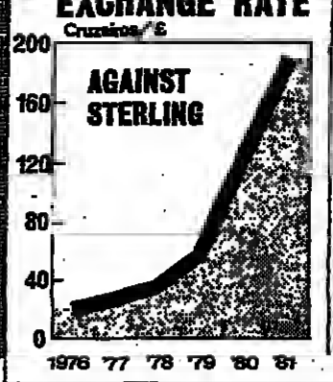
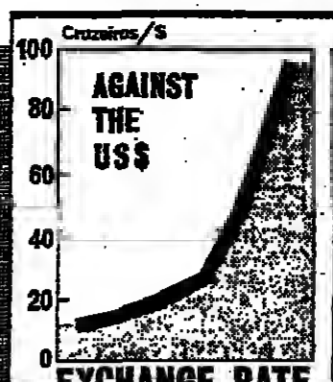
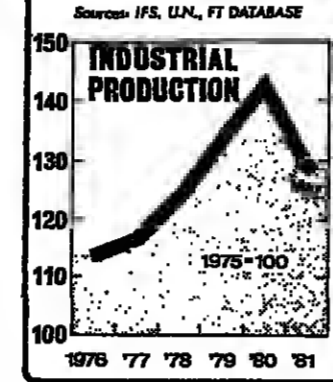
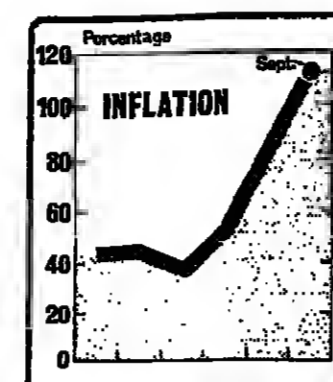
"The restrictive monetary policy of 1981 represented an important (government) instrument with which to fight inflation and correct the external disequilibrium without provoking a liquidity crisis," the Central Bank notes in its latest bulletin.

Unbashed by the surge in the money supply at the end of the year, the bank remains determined to try and maintain controls through the elimination of subsidies, restriction of state spending to essential projects and limitations on the commercial banking system — for a second year.

The annual rate of increase of consumer prices in Rio de Janeiro broke through the three digit barrier last year, to stand at just over 100 per cent for 12 months to the end of 1981. Yet there was no rioting in the streets, nor even in the sprawling, crime-ridden Baixada do Fluminense suburb where over a million of the 5m Cariocas live in dismal surroundings.

Unemployment in the cities is also up as a result of the recession, the worst since World War II. Official figures (which consistently underestimate the problem because of the method of calculation) showed 9.8 per cent of the Rio labour force to be out of work in December and 7 per cent in Sao Paulo, the main industrial conurbation.

And yet crime, the traditional response to social distress, is by general consent not nearly as bad as it was a year ago. As carnival approaches and money



is needed for partying and Samba costumes crime in Rio is undoubtedly on the rise again. But it is nothing that the tough Polícia Militar could not suppress if civil disorder were to threaten.

The social fabric is maintained intact, if a little threadbare at times, because of indexation in all its guises. Rents are compulsorily adjusted every 12 months, and sometimes every six months, by the government-set ORTN rate, the offering rate for treasury bills.

Hence, a rent which looks ridiculously cheap one month can suddenly be raised by up to 100 per cent the next, as the tenant struggles to adjust. The monthly announcements of forthcoming changes in rent levels and, at quarterly intervals, of salaries are the only news items guaranteed to push the latest sex and drugs scandal of the front page of the popular Press.

Life therefore moves in fits and starts, punctuated by abrupt changes in the cost of essential goods and services. The salary law which actually boosts the lowest wages by more than the official inflation index has come to be regarded as virtually sacrosanct.

Politically it will be very hard to temper with, especially in an election year of more than usual importance for the military-led administration. These are the first elections in which state governors who play a key political role in the running of the country are elected directly. They are also the first elections since President Figueiredo launched his abertura programme to return the country to full democracy.

But this does not stop a leading private economic think tank from arguing in the latest issue of its monthly magazine that the conflicts within the Government's strategy will force it later this year to abandon the

commitment to maintaining the real value of wages.

If it happens it will have to be within the context of a triumphal announcement that the battle against inflation has been decisively won. Ammunition for such a statement is at hand. For the Central Bank under its able young governor, Dr Carlos Langoni, has succeeded in bringing the general price index down by 26 percentage points in the past nine months.

Reaching a \$3bn surplus is the cornerstone of the strategy for coping with Brazil's foreign creditors

Overall bank lending was tightly controlled in 1981 and redirected towards priority areas such as agriculture and industry. In the event, the end of year figures showed that growth in the money supply was slightly up on the previous year. At 72 per cent it was well above the target level.

At the end of December the annual rate of inflation was down to 95 per cent—the lowest since May 1980—and looks set to come down to an average of 70 per cent this year, provided the pressure to relieve unemployment and bring down interest rates—also at record levels—does not prove too strong.

The Government is well aware of the need to keep interest rates high to maintain the attractiveness of foreign borrowing for private concerns. But the consequence is that

local industry will remain in the doldrums, except where exporting is possible.

Last year's figures showed that while industrial output fell by over 10 per cent—on unprecedented drop—exports of manufactured goods rose by nearly a third to take 51 per cent of the total. This was at a time of severe world currency fluctuation and recession in Brazil's traditional markets in the West.

Exports, agriculture and new

energy sources to replace imported oil represent the Government's triumvirate of priorities. But in practice it is exports which are increasingly becoming *primus inter pares*; \$3.25bn has been allocated by the National Monetary Council (the top economic policy-making body) to export subsidies and credits in 1982.

As the authoritative monthly Suma Economica points out, this is 90 per cent of the amount being devoted to agriculture and, on present trends, export finance will exceed the latter within three years.

Western companies, well entrenched in most sectors, stand to benefit considerably from this trend, with the vehicle manufacturers to the fore. Last year's catastrophic drop of 40 per cent in domestic sales by all the car and truck makers (balance-sheets did not

even show up as losses) was

suffer nearly as badly) was cushioned by an increase in exports.

Ford and Volkswagen, the market leaders, have nearly concluded prolonged but vital talks with the Government on a new package of export support to see them through the 1980s.

But the industry believes it should secure Brazil's place as a major piece in the "world car" jigsaw being put together by the industry's giants around the globe.

One big mistake car men believe the Government has made is to undermine public support for the alcohol fuel programme. Once regarded as Brazil's best (and most original) way of escaping the energy crisis, the alcohol programme has lost much of its glitter over the past year.

Even its most ardent supporters in the Government appear to be losing heart. A little in the face of a very evident lack of public confidence—because of uneven supplies and eroded price differentials with petrol—as measured in car sales. Alcohol cars took only 15 per cent of the market last year, against 30 per cent the year before. The production target of 10,500 litres a year—the equivalent of 170,000 barrels a day of oil or one-tenth of anticipated oil needs—by 1985 has been officially postponed by two years.

The vehicle industry argues that if the price differential with petrol is restored, and taxes on alcohol cars are reduced all will be well. Unfortunately the novelty may have worn off too much to restore anything like the previous boom.

Instead much more attention is being paid by Government and public alike to Petrobras' attempts to find more offshore oil. National output this year

should average 300,000 barrels a day, roughly a third of forecast needs and even previous sceptics now say that Brazilian oil production is likely to reach a peak of roughly 400,000 b/d in three years' time.

Battered by the oil price rises of the 1970s, Brazil has been one of the main beneficiaries of the present price standstill. Nevertheless, despite strenuous conservation measures oil still represents nearly half all imports. Up to last November, when it was down 7 per cent, but the bill still rose slightly, to nearly \$10bn.

Admirers of Brazil's economic dynamism (and there are many) emphasise above all its remarkable export performance. Total exports rose 16 per cent last year to \$23.5bn despite low prices for two of its staple primary products, coffee and cocoa. Soya in its different forms was the single most important export item, underlining the depth and variety of Brazilian agricultural and mineral resources.

A trade surplus of \$1.2bn was achieved, turning round a \$2.8bn deficit from 1980. But the figures need closer examination: the export improvement was only half what the Government was hoping for (\$3bn) while the surplus was largely due to the fact that total imports actually dropped as a result of destocking.

The recession bit much harder than the Government expected and, in the event, the tighter import controls imposed at the start of the year proved unnecessary.

Reaching a \$3bn surplus is the cornerstone of the strategy of Dr Langoni and Sr Antonio Delfino Neto, the wily and experienced Planning Minister, for coping with Brazil's foreign creditors. While the Government estimates that net borrowing requirement this year could be anywhere between \$16bn and \$18.2bn, the lenders are betting on the top figure.

For most western banks, profiting richly on Brazilian lending, this is another manageable mouthful. The American banks, led by Bank of America Chase and Citibank, which have most at risk, are, publicly at least, sanguine about it. "Professional" westerners, and these tend to be the Europeans, raise troublesome questions about the soundness of all the new trade. Brazil is doing its developing countries' and the communist bloc. The country has more at risk in Poland (approximately \$1.5bn) than Britain and every day, eager industrialists, hard pressed at home, are seeking out new markets.

The latest prospect is Cuba with which this firmly anti-communist government would not countenance diplomatic relations: And yet a surreptitious mission led by Sr Ruy Barreto, the president of the Brazilian trade associations, has just been there, reporting worth watering prospects of trade worth up to a billion dollars, "providing of course the Government releases the appropriate credits."

The real threat to Gulf security

THE DECISION of the Gulf Cooperation Council, the six nation grouping of Arab oil producers led by Saudi Arabia and Kuwait, to seek to coordinate its members' policies through the economic and security pact under discussion this week in Riyadh, is a measure of the concern they feel over the continuing Iran-Iraq war.

Since the release of the American hostages from Tehran, the conflict receives little attention outside the region. It is often written off as a phony war and rates little coverage on television or in the Press. Yet the scale and intensity of the fighting is greater than any other war going on in the world. In a single week-long battle at the end of last year, the Iraqis themselves admitted losing 605 dead and 81 tanks destroyed or damaged. The Iraqis claim to hold 7,000 Iraqi troops prisoner and probably correct, though Iran has certainly suffered heavier losses in dead and wounded than Baghdad.

Casualties Not only is the war involving heavy casualties on both sides but its outcome remains of immense significance to the Gulf and the rest of the world's oil supplies. The fighting is determining the future balance of power in what is strategically the most important region in the world. The Saudis and the Arabs of the western side of the Gulf are deeply conscious of this, and they are particularly worried by signs that Iraq is doing badly.

Since the fighting started in September 1980 the Iraqis have made few territorial gains and their army is being steadily pushed back. Iraqi President Saddam Hussein badly needs a peace but there are no signs of conciliation from Tebran. Beseit by urban guerrilla attacks and the difficulties of running a chaotic economy, Ayatollah Khomeini's regime believes that

the war is about the only thing going well for it.

The Iraqis themselves have no doubt about what their numerical and military dominance means for the rest of the Gulf. "As far as we are concerned," Mr Ali Akbar Velayati, the Iranian foreign minister, said last week, "and it is necessary to remind the gentlemen arguing the Iranian Gulf of this, they should not forget that Iran is the greatest and most powerful country in the region."

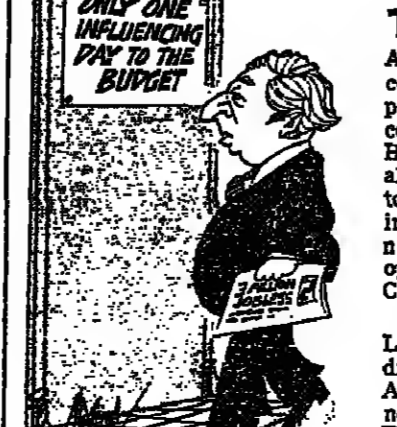
He stressed that Iran still regards America as the arch-enemy and warned the Gulf Co-operation Council against allying itself with the U.S.

Disturbing For Saudi Arabia and the other states of the western Gulf all this is extremely disturbing. Whatever the links with the western powers, notably the U.S., Iran is the great power of the Gulf, 45 pop. twice that of the rest of the region combined. The creation of a Rapid Deployment Force by Washington does not alter this fact but the Saudis, Kuwaitis and their allies have to discover how they are going to live with an increasingly self-confident Iran.

The defeat of Iraq or the overthrow of its Government will ensure Iran's domination of Gulf politics for at least the next decade. It is this which worries local rulers far more than lectures from Washington about the Soviet threat to the region or their own propaganda about Israeli plans.

Focus Yet the war which is determining the future of the region which is the source of much of the West's oil supplies has been rapidly forgotten as politicians and the media focus on Poland.

Thus the outcome of the Iran-Iraq conflict, like the fall of the Shah three years ago, may well come as another nasty surprise for the West.



Men & Matters

Silver Service

"I think we still give very good value for money," says Rachel Waterhouse, newly-elected chairman of the Consumers' Association. "We would not have survived so long if we didn't do so."

But as the CA celebrates its 25th anniversary this year, Waterhouse will be pressing ahead with further improvements in the advice service to its 600,000 members.

Which—and its questioning brood on money, motoring, holidays and do-it-yourself—will continue but there are plans to make greater use of new technology to get information across to the consumer.

Using facilities such as Prestel, Waterhouse says the CA in future should be able to give advice centres and libraries rapid access to its fund of information which it intends to store in a computer data bank.

"That will also enable us to revise our reports on product tests much more quickly," she says.

Tube investments

Bread and circle-lines? Moscow has just promised a gradually normalising Poland "massive help" in constructing an underground railway for Warsaw. Polish leader General Jaruzelski told parliament this week that Soviet President Brezhnev had personally promised aid for a 90-km four-line system.

You don't need too long a memory to remember another piece of underground railway finance promised by the Soviets. It was for Prague, shortly after the Czechs were "normalised" in August 1968.

Throne together

A glittering investiture ceremony in northern Malaysia, part of the official birthday celebrations of His Royal Highness the Sultan of Kedah, also served last week to bring together for the first time—and in good humour—two men who not so long ago were on opposing sides in one of the City's fiercest takeover battles.

Sir Peter Gadsden, former Lord Mayor of London, is a director of Guthrie Corporation. And who should be sitting next to him in the Sultan's Throne Room but the only

other visitor from the UK, Ron Kirby, western division public relations chief of Sime Darby. Kirby's persuasive powers were well to the fore in the tooth-and-nail battle which saw Sime fail by a whisker to win control of Guthrie in 1979. Malaysia's Permodalan Nasional succeeded two years later.

Kirby, a friend of the Kedah royal family, was staying at the palace for a few days for the celebrations after a visit to Sime headquarters in Kuala Lumpur. Gadsden, meanwhile, was renewing a connection made during his 1979-80 years of office, when the Sultan and Sultanah were his guests at the Mansion House, together with Kedah's chief minister, Datuk Seyd Nahir and his wife.

question of sex discrimination. It added rather stiffly that "accuracy and correct treatment by State institutions" should extend even to this affair.

Was the Chamber right? In principle, yes but in detail, no. I think for on this particular issue I would back the pronouncement of the Pope against the collective opinion of the Stockholm business community. The Pope's verdict, as I recall, is that in the afterlife, we shall have the status of angels, and we shall have gender though not sex—to seize a rare chance of using those words with distinction. As to how many secretaries will fit on the head of a pin, my researches continue.

Flying squad

Pope John Paul's recent delightful discourses on fundamentalist theological points—sex after death, the gender of angels—may have seemed at the time to be of little interest in the Keynesian short term. But I think they should just do the trick in damping down an awkward little row now rocking the Stockholm Chamber of Commerce.

The trouble started when the Chamber ran a series of advertisements to promote its service of providing temporary secretaries and other office staff.

"Saving Angels" ran the copy headline, over a line of long-haired stubby-winged cherubs naked from the waist up and cloud-enveloped from the waist down.

Charlotte von Redlich, secretary of the governmental Sex Equality Commission, said she "nearly passed out" when she saw the advertisement. Her committee fired off a letter to the Chamber of Commerce, accusing it of sex discrimination.

The Chamber replied that, to the best of its knowledge, angels were either neutral or masculine, so there could be no

Factories and Warehouses To Let

- Twickenham..... 14,400 sq. ft.
- Ashford, Kent..... 5,150 sq. ft.
- Redbridge, Essex..... 13,150 sq. ft.
- Corby, Northants..... 1,600-6,930 sq. ft.
- Peckham, SE15..... 2,500-4,550 sq. ft.
- Norwich..... 2,770-10,900 sq. ft.
- Cambridge..... 2,650-5,100 sq. ft.
- Ipswich..... 2,500-5,800 sq. ft.

DRIVERS JONAS

Chartered Surveyors
16 Suffolk Street, London SW1Y 4HQ
01-930 9731

JAWUBGA

Observer

ECONOMIC VIEWPOINT

More jobs without 'reflation'

By Samuel Brittan

ALTERNATIVE FORMS OF A £5 BN (GROSS) FISCAL INJECTION

National Institute estimates of effects at 1981 prices

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
	Output in 1st year % change	Output after 5 years % change	Price level in 1st year % change	Price level after 5 years % change	Price level after 5 years (with some demand effects) % change	Unemployment after 5 years (900s)	Budget deficit Change as % of GDP
Income tax cuts	+0.5	+1.1	-0.2	-0.2	+3.1	-190	+1.5
Employers' National Insurance charges	+0.3	+1.2	-0.7	-5.4	-1.4	-190	+1.0
Indirect tax cuts	+0.6	+1.0	-2.6	-6.6	-1.5	-180	+1.0
Increased Government current spending	+1.8	+1.7	+0.6	+1.1	+7.2	-330	+1.0

Source: NIESR Review, November 1981, p. 27.

WARNING: USE WITH CARE. SEE TEXT.

enough to reverse the disastrous cost explosion of 1978-80. But its continuation would do more to price people into jobs than any conceivable variation in the "Budget judgment." The fact that the forecasting models, which are largely demand-based, have difficulty in capturing these cost effects is a shortcoming of the models and not of policies to promote lower costs. If expectations about future prices could be lowered, this would itself exert a moderating influence on wage costs.

There is no one magic way in which expectations can be held on a downward path. But every episode, such as a coal strike averted without a higher pay offer, or the CBI reports of settlements averaging under 7 per cent, or of West Midlands firms responding to reason by cost-cutting and product development, helps.

Because of the great importance of price expectations, I would devote anything there is to spare of Budget relief beyond special employment creation not to NIS, but to indirect tax cuts. The table directly shows that this would have a sharp, immediate downward impact on the price level, which would help in the all-important task of reducing inflationary expectations. Refraining from indexing the excise duties would be regressive, and reducing VAT would be politically embarrassing. Much the best method is the Regulator, which reduces all indirect taxes by a given proportion, without disturbing the structure. A 7 1/2 per cent Regulator reduction might cost £1bn in 1982-83 and reduce the RPI by 1 per cent.

To summarise, General "reflation" on any feasible scale is too minor to be worth discussing. The main aims of the Budget should be (a) to re-allocate a financial strategy designed to keep money demand - i.e. total spending - rising at a 10 per cent annual trend and (b) to reinforce expectations of further falls in inflation. Specific measures should be directed towards immediate job subsidies, and any remaining fiscal margin devoted to cutting indirect taxes.

* Unemployment in Britain, LSE Centre for Labour Economics, Discussion Paper 87, 1981.

ment by less than 2,000,000 over five years. A Government that was serious about reducing unemployment would downgrade all the across-the-board stimuli and reliefs in the table (apart from indexation of tax thresholds and specific duties already allowed for in the non-change protection). Instead, it would use the Budget margin for specific job creation schemes. These would be tailored not to projects such as rail electrification or the Channel Tunnel so beloved of the lobbyists, which would be very cost-ineffective, but to reducing the cost of employing workers.

The trouble with the 1 to 1 1/2 per cent reduction of National Insurance Surcharge (now standing at 3 1/2 per cent) which is everyone's hot favourite is that it is too widely spread. Rather than provide a 1 1/2 per cent cost reduction for all employment, it would surely be better to make, say, a 50 per cent cut or more in the marginal cost of new workers being taken on for the first time.

Prof Richard Layard has proposed a £70 wage subsidy to employers, payable for a year for each additional person taken on who had been unemployed for more than six months. (The subsidy would apply to net increases in employment or to recruitment from the ranks of the long-term unemployed, whichever was smaller.) New employees, so long as they came under this special scheme, would not benefit from the Employment Protection legislation, so that there would be an incentive to give them a fair trial. A small-scale version of the scheme for small firms only was introduced in 1977-79 without the special sti-

putations, and the new Walters Youth Employment Subsidy embodies some of the principles for school-leavers.

The subsidy can be as high as £70 because it would be strictly targeted to workers coming off the dole queue on whom social security benefits would be saved. Of course, some of the longer-term unemployed would have found work in any case; but even allowing for this, an extra £m jobs might be created at a PSBR cost of £1bn.

Prof Layard has a second fallback scheme under which work on public projects would, as of right, be available to every worker unemployed for more than six months. The "wage" would be only 10 or 20 per cent higher than the benefit entitlement. Thus, it would come near to paying for itself. Ideally, training would also be provided. If this principle were followed literally, then the "wage" would depend on family circumstances. This feature, plus the modest nature of the pay, would emphasise its temporary second-best nature; but at least it would provide an alternative option to idling on the dole. This scheme, too, might cost £1bn and provide another £m jobs.

The two schemes together might thus employ about 3m people at a cost of £1bn. They would have the further advantage of being biased towards the least skilled and most hard-up workers, in most elastic supply, and for whom an increase in demand would have the smallest inflationary risk.

The CBI and Department of Industry would dislike the first plan, as the industrial committee-men have united around NIS as the one thing on

which they can all agree. The TUC would dislike the second because it would be under-cutting union labour - although Layard himself has devised a number of safeguards such as the use of the existing Community Enterprise network and a special environmental and home improvements scheme for the old, sick and poor which would be unlikely to be undertaken in the absence of the scheme.

Nevertheless, what would we not give for a Chancellor who saw the likely CBI-TUC-Dol objections as positive recommendations, showing that genuine work was being given to unused hands, even if vested interests were affronted?

The schemes in question are palliatives, which are desirable, as distinct from cosmetics, which are not. The Department of Environment is working on a tax relief scheme for inner city projects. Whether this will be anything like as cost-effective in terms of net new jobs remains to be seen.

But it is even more important to move on from palliatives to a fundamental improvement in the market for labour.

Today's unemployment does not reflect a lack of monetary demand which even now is rising by 10 per cent per annum or by about £25bn, as measured by Money GDP, national income or most other alternative indicators. The object of a Medium Term Financial Strategy is to make people believe that the Government will do everything possible to keep monetary demand rising at around this 10 per cent rate for several years into the future.

The urgent need is for a reaffirmation of Financial

Strategy in non mumbo-jumbo terms. This would provide some reassurance (a) that if wage costs are moderate, the demand for labour will automatically recover, but (b) that confetti money will not be available to finance a reacceleration of inflation.

Both actions and words are needed. Normally I am more worried nowadays than the PSBR will be too high than too low. Yet if offered the choice, I would rather have a £12bn PSBR carefully linked, as it easily could be, to a medium-term strategy than an £8bn PSBR in a one-shot display of short-term toughness, with the devil take 1983 and beyond.

To restore employment, more of the postulated 10 per cent or £25bn rise in demand (that is Money GDP) will have to go into extra output and less into higher prices. Of that part which does go into higher prices, more needs to go into

Palliatives are desirable, not cosmetics

rebuilding profit margins and less into wage increases. (If the distributional results of this switch are unacceptable, the remedy lies in measures to affect the ownership and distribution of capital.) The remarkably low current wage round, allied with the productivity spurt, is a step in the right direction. Manufacturing labour costs have risen by only 2 per cent in the year to October - far less than in Japan, the U.S. or Germany. So far, this favourable trend has not gone on long enough or far

IT IS difficult to think of anything more important than the argument about the "Budget judgment," which this year seems to come down to a choice whether the Chancellor should inject £1bn or £2bn "into the economy" - the maximum consistent with his borrowing target of £90n to £100n for 1982-83.

The large table is derived from estimates of the National Institute, a body which still believes in "postwar" old Keynesian "demand" management. Yet NIESR calculations show that even if Sir Geoffrey Howe were to follow the most far-out "wets" and inject not £1bn or £2bn but an extra £5bn through discretionary tax cuts and extra public spending (and follow a suitably accommodating monetary policy), he would at most reduce unemployment by just over 300,000 over five years - compared with which it otherwise would be. The actual level could still rise.

Column (5) of the table shows why the pure government spending option is impracticable. This column, in contrast to the main NIESR model, takes into account some very moderate inflationary effects from increases in the demand for labour. If this is done, extra government spending is expected to boost the price level to 5 1/2 per cent higher than it would otherwise be. A stimulus leading to a re-acceleration of inflation would not be very durable, judging by past experience, and it would have little confidence-boosting effect.

The inflationary impact of income tax cuts would be less

Cost-ineffective projects beloved by the lobbyists

than of more government spending because higher take-home pay might, in the NIESR view, moderate pay settlements. The inflationary impact is least for indirect tax cuts because there would be a favourable impact both on the price level and on inflationary expectations. Leaving aside government spending, we are left with measures which, even at a gross cost of £5bn, would, in the view of their more sophisticated exponents, reduce unemployment

SDP in search of an identity

By Peter Riddell

ONE YEAR on from the Limehouse Declaration it is still unclear what sort of party the Social Democratic Party is going to be. This is not just a matter of policy making. Indeed, the party is in some respects awash with policies.

The problem is more one of establishing its position within the political spectrum. At first a lack of clarity may not matter much - and may be an advantage - since the success of the SDP/Liberal Alliance seems to have been in part a protest, for widely differing reasons, against the Tory and Labour parties. But, if the SDP is to achieve its longer-term aims, it has to be seen to have a clear identity in relation to the other parties. The absence of such an identity contributed to the downfall of the Liberals in the 1920s.

Results

SDP leaders have been busy trying, in David Owen's words, "to identify with a basic tradition within politics, and to found a party with roots, convictions and an underlying philosophy."

The results are somewhat elusive. David Quinlan has defined social democracy as a "tradition of commonsense and compassion, of idealism matched with realism." He has stressed its derivation from Fabian Socialism, the New Liberalism of 1906-14 and Tory Democracy. Yet, a high percentage of MPs of all parties could say that they are in that tradition. Similarly, there is the danger of seeking virtue by association by claiming the legacy of past philosophers, in the manner of Christian and Marxist sects. This has been seen, for example, in the choice of the name of Tawney Society for the SDP's new unofficial Think Tank.

In practice, identity is less likely to be established by a conscious act of intellectual self-definition than by the party's response to external political events. In short, where is the gap to be filled? This is not obvious. In the short-term the

Paradox

This paradox is reflected in the fact that almost all the seats now in dispute between the SDP and the Liberals are held by Tory MPs, not Labour ones. Admittedly, some of these Tory seats (say in Hertfordshire and Essex) may have been abnormal gains from Labour in 1979. And the local elections in May could point to potential in traditional Labour areas of the north-west and the coastal strip of South Wales. But the basic point remains that at present SDP leaders believe that their main electoral gains are likely to be at the expense of Tory MPs.

These electoral expectations contrast with the view of many SDP leaders that the party should regard itself as left of centre. As Stephen Haseler points out in the January issue of *Encounter*, this need not mean either "a Labour Party mark two with a large intellectual baggage of socialism and the institutional paraphernalia of trade-union affiliation" nor a "Liberal Party mark two embracing some of the wilder shores of libertarianism and radical chic (including unilateralism)."

Dilemma

A successful left-of-centre party must aim to attract the support of working class voters (even given the loosening of class ties). The dilemma for the SDP is how this can be reconciled with the predominantly middle class nature of its membership. This group clearly wants more say in the shaping of the party and its policies than the somewhat centralist procedures up until now.

The SDP in many respects represents the frustrations and aspirations of sizeable parts of the managerial and professional classes. These people also formed the core of the old Liberal Party, yet that was only successful, as in 1906, when it was able to establish a broader identity and support.

Letters to the Editor

The squeeze on local authority spending

From Mr R. Morris
Sir - Your editorial "The squeeze on local councils," (January 11) begins "There is a depressing inevitability about the way councils always spend more than the Government would like on their current accounts, mainly eaten up by wages, and much less than the Government would like on capital projects." It is tempting to reply that there is a depressing inevitability about the way in which you so incorrectly perceive the problem, as demonstrated in the comments following that introduction. To pass such a judgment however, would be to ignore those of your remarks that are correct.

In one sentence you say that "the new controls system for current spending appears technically unsound." - Correct. In the next sentence however,

you say "on the other hand, the Government has introduced a new system of sensible capital expenditure controls..." Not correct. How can a system of control be sensible wherein a council which has (a) identified a real need for capital expenditure (for example, a fire station or land on which to deal with a mounting refuse disposal problem) and (b) has the cash to finance that expenditure can be prevented from bringing need and resources together as a result of an artificial control, introduced to restrict spending in the pursuit of a reduced public sector borrowing requirement, although the spending of those resources will not affect PSBR?

Indeed, this fundamental gap in the knowledge of those designing such controls is at

the very heart of the current confusion over levels of both capital and revenue expenditure. The same uncertain hand can be seen in the 5th different form of rate support grant to be introduced by the Government, but there is a trace of illumination in the latest Treasury announcements. If the Government wishes to restrict the growth of PSBR it should restrict its own expenditure by reducing the level of RSG, since this is financed through PSBR, and leave authorities free to determine their own levels of total spending, subject only to a regular ratepayers' referendum, also known as the local elections.

If the Government really wants to achieve its targets, it should review its actions (and in so doing, could reduce that

bill for RSG calculations in Whitehall, which has risen from £150,000 to £1m in two years). And you, Sir, might review your idea of what is sensible. R. A. F. Morris, 14, Greenway Close, Sale, Cheshire.

Social science research

From the Director Economics and Statistics, Ministry of Agriculture, Fisheries and Food
Sir - In his letter to you of January 21 John Kay makes a number of points concerning the economic research interests of the Ministry of Agriculture which are ill founded.

The Department is, and has for a decade been, intensely interested in all aspects of the Common Agricultural Policy, including the economic consequences for this country. This has involved the encouragement of studies in the Universities and elsewhere, including the provision of data, as well as work within the Department itself. For instance, at the present time the Agricultural Economics Department at the University of Newcastle-upon-Tyne is engaged on a major study into the economic implications of the CAP both for this country and other member states and although Mr Kay may not be aware of it, Newcastle has already published its first set of findings. This work which, I might add, is financed by the Social Science Research Council, is now being channelled towards measurement of the effectiveness or otherwise of the many proposals circulating on schemes to reduce the surpluses and the costs of the policy.

We look forward to the publication of the results of this and indeed of other work in this important area. We shall not be embarrassed, but if we have any comments or criticisms to make, we shall naturally do so. C. W. Capslock, Whitehall Place, SW1.

Misuse of first class postage

From Mr R. F. A. Harbud
Sir - I am quite amazed that dividends paid by public companies, their annual and six monthly reports and circulars to shareholders, are all posted under first class postage. Surely in these times of economy, second class would be quite satisfactory. R. F. A. Harbud, Chairman, W. Brooks and Son, Hatcham Road, S.E.15.

Saving face at British Rail

From Mr E. E. Neal
Sir - Sir Peter Parker's defence of British Rail action in his letter of January 21 appears to be groundless. The paragraph to which he refers states that negotiations shall take place. He later admits that Aslef did negotiate even beyond October 31, 1981! He would do well to accept the worst interpretation of Aslef's action; that he was the victim of a confidence trick. As such he should admit defeat and not continue with action which is making commuters' life intolerable, merely to save the face of British Rail negotiators. B. E. Neal, Hillborough, Stoneys Lane, Newbury, Berks.

Importance of design in industry

From the Professor of Political Economy, University of Nottingham
Sir - Your management correspondent, Christopher Lorenz, reported (January 25) the Prime Minister's concern about the weakness of UK design, and hence product quality. But he suggests the reason is - yet again - the "low esteem" in which things industrial are held.

May I suggest Sir, to him, and to the Prime Minister, if she does subscribe to that view, that this particular problem is different, and the remedy lies in other directions. Sensitivity to, and imagination in, design is surely taught by encouraging children and young people to observe their visual environment, in terms of shapes, colours, textures, and their relation to performance. That sort of thing is learned in art and design classes.

If the Prime Minister (or her Secretaries of State for Industry or Education) could be persuaded to visit some colleges and departments of art and design, she would see what she no doubt expects to see - long-haired young people in jeans and peculiar tee-shirts, drifting about and producing paintings and other creations most unlike accepted academic taste. But she would also find these same young people can and do produce some most imaginative, quite practical design work, applied to industry's products of all kinds, a good bit of it commissioned. The trouble is insufficient support for this

sort of work (the art and design have to go together), and too few employers who know about and are prepared to use the talent we have. It can easily be destroyed or frustrated. It can even be good "hard" commercial sense to have some care for the arts, though some of us think they have more importance than that. Joan E. Mitchell, Department of Economics, University Park, Nottingham.

Nuclear illusion and reality

From Miss Margot Miller
Sir - Ian Davidson has not been meeting the same groups of anti-nuke campaigners that I have. Where were the incoherent, hysterical utopians in Hyde Park last October? Have you read Petra Kelly's speech made that day - very coherent and certainly not hysterical.

What about the Japanese campaigners - their objections to nuclear arms are based on rational judgments derived from direct experience. Idealism and utopianism are not necessarily bad: you cannot hope to change the status quo unless you have some idea of how things could be better, and I should have thought most people want to see a change in the dangerous arms race. The trouble is that politicians make so many compromises when they have the power to influence decisions that all sight is lost of the utopia mentioned in their manifesto. The few women who have come to power and managed to change history a little are the "iron ladies" who do not make compromises. So

An announcement by the General Petroleum and Minerals Organization (Petromin) of Saudi Arabia.

The General Petroleum and Minerals Organization (Petromin) of Saudi Arabia, announces that it is the only organization authorized by the Government of the Kingdom of Saudi Arabia to carry out crude oil sales in accordance with the governmental sales policies.

Apart from certain contracts previously entered into, such as those for the sale of incentive crude oil to some international companies in return for their participation through very substantial investments in petroleum and petrochemical development projects in the Kingdom of Saudi Arabia, one of the most important governmental sales policies implemented by Petromin, is that Saudi crude oil sales be exclusively

confined to governments only on a direct government-to-government basis subject to the approval of the Government of Saudi Arabia in each case.

Contracts for such sales are executed between Petromin on one side and the entity designated by the foreign government purchasing crude oil on the other side. It should be noted that all Petromin contracts whether for crude oil or refined petroleum products or liquid gases, prohibit involvement of any intermediaries of any type under any circumstances whatsoever. Similarly, payment of any commissions in any amount to any party is considered a violation of the terms of contract and, if proved, results in its termination.

UK COMPANY NEWS

Asda grows by £5.8m but expectations not realised

ALTHOUGH TAXABLE profits of Associated Dairies Group moved up from £22.76m to £28.56m for the 28 weeks to November 14 1981 the directors point out that the continuing recession has greatly delayed expected profits from capital projects started in 1980/81.

interest received, against a charge of £712,000, but other income declined from £196,000 to £43,000. Tax took £14.85m, compared with £11.94m, and after minorities the attributable surplus emerged £2.78m ahead at £13.63m.



Mr Noel Stockdale, ASDA chairman

Wintrust exceeds £900,000

STRONG GROWTH in pre-tax profits is reported by banker Wintrust for the six months to September 30 1981. The figures improved from £781,720 to £905,934, and the directors say that the progress which has been achieved by the group during the past five years of uninterrupted growth is continuing.

BTG cutting stake in George Brown

BY HAZEL DUFFY, INDUSTRIAL CORRESPONDENT

THE British Technology Group (formerly the National Enterprise Board) is reducing its 49 per cent stake in George P. Brown (Holdings) to 26 per cent following a placing of £2.775m of ordinary shares among nine institutional investors.

HIGHLIGHTS

Lex considers the prospects for the tender this morning of the third index-linked gilt-edged issue, before moving on to look at the major company news stories of the day. Associated Dairies has put up a rather uninspiring trend in volume, although the benefit of last year's rights issue cash has helped to keep pre-tax profits moving ahead.

the private financial sector should be brought in wherever possible. The institutions participating in the placement include Charter Consolidated, NCB Pension Fund, and Nucleus Reimburse. The placing was arranged by stockbrokers Savory Mills.

VS Engineering's sales for 1982 are forecast at £12m (in 1979 sales were £3m). The last recorded profit for the company was in 1980 when it made £400,000. Its current order book includes advanced production lines, including robot applications for the Ford car, being installed in Germany and the UK, and for the Land Rover and new LC10 for BL.

£850,000 estimate by Clyde Pet.

THE RIGHTS issue document issued yesterday to support the £22.5m cash call by Clyde Petroleum contains an estimate that profits for 1981 before tax, extraordinary items and minorities are "in the region of £550,000 compared with £1.14m for the previous year."

Dunbar Group moves ahead to £0.85m

INCLUDING A six-month contribution from Tower Fund Managers—acquired in June 1981—taxable profits of Dunbar Group rose from £583,557 to £848,853 in 1981, giving a pre-tax return on shareholders' funds of 37 per cent.

£86,280 (£86,000) leaving retained profits of £330,481 (£227,954). Merging with Tower has left Dunbar Group looking a much more balanced outfit and earnings now are about evenly split between investment management and traditional corporate lending.

Stewart Plastics improves

TAXABLE PROFITS of Stewart Plastics advanced from £1.26m to £1.49m for the six months to October 31 1981 on higher turnover of £4.54m, compared with £4.17m.

Fashion & Gen. moving 6.5p

For the six months to September 30 1981, Fashion and General Investment made a pre-tax profit of £218,449. This compares with £229,365 for the previous six months and with £303,937 for the corresponding period of 1980.

With higher stated earnings per £1 share of 36.2p (31.4p) the final dividend is being increased from 3.1p net to 3.75p making a total for the year of 7.5p (6.2p).

The net interim dividend is being increased from the equivalent of 0.6903p to 0.7993p per 25p share after allowing for the one-for-two scrip—a total equal to 1.9431p was paid for 1980/81 from pre-tax profits of £2,561m (£2,477m).

R. & J. Pullman advances to £748,000 mid-term

IN LINE with the directors' predictions of a return to profits growth, the taxable surplus of R. and J. Pullman, manufacturer and retailer of furs, leather and sheepskin garments, ladies' fashions and children's and bridal wear, rose from £583,000 to £748,000 in the first half to October 31 1981. Turnover was ahead at £11.3m compared with £10.11m.

times to be satisfactory, and order books are strong. It is however too early, they say, to forecast the results for the second half, which is normally more profitable than the first.

Taxable profits included a share from associates of £47,000 (£8,000). There was no tax charge (£100,000)—due to losses available from the previous accounting period—apart from ACT on the dividend. Preference dividends were £1,000 (same), and after ordinary dividends of £215,000 (same) the retained profits emerged at £52,000 (£247,000).

Going is "still tough" at Dobson Park Industries

AFTER suffering a drop from £15.30m to £10.55m in pre-tax profits in the 83 weeks to October 3 1981, the first half of the current year is continuing to be tough at Dobson Park Industries, says Mr James Judson Francis, the chairman, in his annual statement. The group manufactures mining supplies and power tools.

reversed, he cannot see any but modest improvements. He says one optimistic area is that of "alterator" sales, by Markon, which has over the past two years, improved its direct export penetration. It is to be regretted, he adds, that the current state of the market for coal and the Government's control of financing, combine to restrict the National Coal Board's ability to renew its coal-face equipment as they would wish.

NEW LIFE BUSINESS Higher bonus rates at Marine and General

HIGHER BONUS rates on pension policies have been declared for 1981 by the Marine and General Mutual Life Assurance Society. The reversionary bonus rate on design for retirement and the self-employed retirement plan contracts is lifted 25p to 55.25 per cent of the basic benefit and attaching bonuses.

Black Horse Life, the life company subsidiary of Lloyds Bank, is increasing the rate of interim bonus by 50p to £4.50 per cent of the basic sum assured and attaching bonuses, thus returning it to the level of the full declaration made for the year to September 30 1981.

Eurotherm International Limited Industrial electronic control and monitoring equipment for world markets

The unaudited results of Eurotherm International Limited for the year ended 31st October 1981 are set out below:

Table with columns for Historical Cost Accounts, Sales, Profit before interest, exchange loss, taxation, Gain/(Loss) on translation of foreign assets and liabilities, Profit before taxation, interest and minority interests, Interest, Profit before taxation and minority interests, Taxation - U.K., - Overseas, Profit before minority interests, Minority interests, Net Profit, Dividend paid/proposed, Profit retained, Earnings per share.

Results In a trading environment little changed from 1979/80, the Group achieved sales of £27.6m (1980 £24.8m) and an increase of 36% in pre-tax profit to £3,269,000 (1980 £2,406,000). It is satisfying to be able to report a resumption of growth and continuing to have overcome some of the problems which curtailed our performance last year.

SCOTTISH METROPOLITAN

The holders of £2,326,395 of Scottish Metropolitan Property's 9 per cent convertible loan stock 1982-86 have elected to exercise their conversion rights and have been allotted 5,054,170 new ordinary shares.

The society is also doubling the terminal bonus rate paid when the pension commences to 25 per cent of attaching bonuses. Such terminal bonuses were only introduced at the beginning of last year, the initial rate being 10 per cent and lifted to 12.5 per cent during the year.

LLOYDS AND SCOTTISH AND BOWMAKER

Following yesterday's article analysing the Lloyds and Scottish offer for Bowmaker, we wish to make it clear that there is no talk of redundancies among both companies' network of offices.

BL Public Limited Company £277,000,000 8 and 10 Year Unsecured Loans. Includes logos for BL and logos for various banks: Barclays Bank Limited, Midland Bank Limited, National Westminster Bank Limited, Lloyds Bank Limited, The Bank of Nova Scotia, Bank of America NT & SA, Chemical Bank, Grindlays Bank p.l.c., The Royal Bank of Canada, The Royal Bank of Scotland Limited.

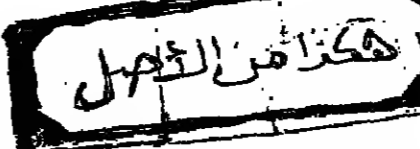
RMC Group p.l.c. is the new name for Ready Mixed Concrete Limited. RMC logo.

RMC Group p.l.c., based at Feltham, Middlesex, is the world's largest producer of ready mixed concrete, trading through subsidiary and associated companies in 12 countries.

M. J. H. Nightingale & Co. Limited 27/28 Lovat Lane London EC3R 8EB Telephone 01-621 1213. Table with columns for Company, Price Change, Gross Yield, P/E Ratio.

THE TRING HALL USM INDEX 116.8 (+0.9) close of business 27/1/82 RISE DATE 10/11/80 180 Tel: 01-638 1891





Eurotherm Intl. jumps 36% to £3.27m

ELIMINATION OF losses in France, substantially increased profits from the U.S. and reduced borrowings helped boost the taxable surplus of Eurotherm International by 36 per cent from £2.41m to £3.27m in the year to October 31 1981.

Turnover for the 12 months rose from £24.53m to £27.6m, of which £16.13m—compared with £13.93m—came from overseas.

With stated earnings per 10p share higher at 15.3p (14.84p) the final dividend is being raised from 3p net to 3.5p, making a total for the year of 5p (4.5p).

At the half-year stage this manufacturer of electronics equipment for industrial and scientific applications, was already ahead with pre-tax profits of £1.7m (£330,000) on turnover of £9.34m (£3,011m).

The directors say that the trading environment has changed little from 1979-80 and that they are pleased to report a resumption of growth. The group's existing business is strengthening steadily under adverse conditions and if some of its new projects reach their expected

potential, shareholders can expect a significant growth in sales and profits.

Following a policy over the last two years to restrict borrowings, the directors plan investment which will increase borrowings, in the expectation that the group is starting to see an improvement.

In particular, long-term finance has recently been arranged for Eurotherm Corporation to construct a new plant at Reston, Virginia, which will cost approximately U.S.\$2.7m.

Throughout the recession the group channelled investment into new products and is shortly to introduce further control devices which will set new standards in their respective fields. Virtually the whole of the group's product range was modernised or augmented in this period.

Energy Technology and Control (ETC) has successfully completed field trials of its new Boilermaster product to control the burning of fossil fuels in commercial boiler installations and first deliveries are to be

made shortly, the directors say. ETC should therefore move from an investment phase and should next year commence contributing to group profits, they add.

The new electronic components distribution company, Hero Electronics, which specialises in the sale of optoelectronic products, has concluded agency agreements with a number of major manufacturers throughout the world and has commenced trading. A company has been formed to sell SSD products—formerly Sharkleton System Drives—in the U.S., the first serious step in expanding SSD sales internationally.

The restructuring of the group's operations in France—Eurotherm SA and Chessel SA—has been completed. The new Eurotherm SA team has successfully eliminated last year's loss and should make a dividend contribution to group profits in the present year, the directors say.

New management teams have been appointed in Germany—Chessel GmbH—and Japan—Nippon Eurotherm KK—and,

again, improved contributions can be expected, they state. Taxable profits were struck after interest charges of £539,000 (£775,000), and included gains on translation of foreign assets and liabilities of £105,000 (£184,000). Tax took £145m (£262,000) of which £753,000 (£387,000) related to overseas (£30,000) leaving net profits of £1.7m (£1.89m) and after dividends of £662,000 (£460,000) the retained balance emerged at £1.1m (£1.23m).

comment

Eurotherm is confident that it has shaken off the sluggishness of the last two years and is talking enthusiastically of the new products now coming onto the market while the rate of capital spending is set to rise again after a period of stringent control. Gearing has been cut from 45 to 31 per cent and lower debt financing costs coupled with a turnaround in the effect of currency translation has played a part in the year's 36 per cent gain in pre-tax profits. Loss elimination, too, has played a

significant role. France is now back in small profit after the previous £300,000 deficit while Chessel Corporation has recovered earlier small losses. New products and a tight rein on overheads have pushed the U.S. contribution up £700,000 to £920,000. Given that the UK contribution was flat, the West German, Swiss, Italy and Belgium subsidiaries have proved disappointing. Again, new product launches, more stable currency parities and the benefits of the reorganisation in 1978 will help. But, perhaps, the most encouraging news is that the current year is the recent resurgence in the domestic market where orders in the first three months are 25 per cent up on the comparable period. Eurotherm should be capable of around £3.8m pre-tax, with the important caveat that exchange rate movements are not sharply adverse, for a fully taxed p/e of just under 19. The shares stood at 67p to 202p yesterday after last week's fall and may have further to go. The multiple has been consistently demanding throughout the plateau although this must, in part, be a factor of a very tightly held market.

Scottish American Inv. ahead

NET income of the Scottish American Investment Company rose slightly from £2.31m to £2.5m or from 4.13p to 4.46p per 50p share for 1981.

A final net dividend of 3.15p (2.75p) has been declared by this investment trust, making a total of 4.4p compared to 4p previously—an increase of 10 per cent. Stated net asset value per share was 179.7p (182.8p).

Since the interim report in June, the company's unquoted holdings have been increased from 15.7 per cent to 20.4 per cent.

The directors said at the time that they hoped to increase the proportion of funds invested in the U.S. and Far East in the medium to long term.

Ashdown Inv. Trust raises final to 4.8p

Gross revenue for the Ashdown Investment Trust remained almost static at £1.34m for the year ended November 30, 1981, compared to £1.32m previously.

The directors have raised the final net dividend to 4.8p (4.4p) per 25p share, making a total of 6.6p, against 6.2p.

Taxable revenue of £1.16m (£1.15m) was struck after expenses and interest of £176,618, compared to £175,866.

Stated earnings per share were 6.74p, compared to 6.80p while the net asset value improved to 267.2p (262.9p) assuming full conversion of the convertible loan stock.

Union Discount rises above £4m and pays more

PROFITS FOR 1981 of the Union Discount Co. of London have risen from £3.35m to £4.06m after providing for rebates, tax and a transfer to Inner Reserve. The result has benefited from the tax relief attributable to its subsidiary, Thirty-nine Leasing Co., which commenced business during the year.

The results of the discount house business are, however, most easily compared before tax and at this level the year's profits are similar. The net final dividend is being raised from 14p to 17p per £1 share making the total payment 13 per cent higher at 25p, against 23p previously.

Not only has there been a transfer to Inner Reserve of 50 per cent of the tax relief on leasing, but also £1.5m (£2m) has been transferred to Reserve. Dividends cost £2.6m (£2.3m) and with a transfer of £3.25m from Inner Reserve last time, profits carried forward emerged little changed at £1.67m, against £1.71m.

Thirty-nine Leasing writes leases for capital equipment with lessees of high standing in both the public and private sector, comments Mr Richard Petherbridge, the group's senior managing director. The directors intend that the company will trade on a continuing basis so they expect the group's profits to be affected accordingly in future.

The resources available to the company for the conduct of its discount house business are increased for the new year and have never been greater, he adds.

Mr Petherbridge says the greater independence the company has under the Bank of England's new monetary control arrangements gives the directors greater freedom to manipulate its portfolio.

The company expects the volatility of short-term interest rates to continue and to give it opportunities for profitable trading in the money market.

The company has been able to reduce potential losses in fixed interest stocks, but has not made profits, Mr Petherbridge notes that the danger of holding fixed interest stocks financed with short money, even at good running margins, was demonstrated during the year, "as was also the illiquidity of the fixed interest market to market traders like Union Discount when sentiment changes.

Prime movements are so marked that little is to be gained unless we have reduced our holding before the adverse factor is even thought of," he adds.

Storkholders funds at the year end stood at £26.67m (£26.21m). Total current assets at December 31 were approximately £1.55m (£1.51m) and are stated at the lower of cost or market value.

See Lex

Yearlings total £18.3m

YEARLING BONDS totaling £18.3m at 144 per cent redeemable on February 2, 1982, have been issued this week by the following local authorities:

Chester (City of) £0.75m; Bury (Metropolitan Borough of) £0.5m; Castle Morpeth BC £0.5m; Coventry (City of) £0.5m; Gateshead (Borough Council of) £0.5m; Kirkcaldy Metropolitan BC £0.25m; Rothbury (Metropolitan Borough of) £1.25m; Rushmore (Borough of) £1m; Kerrier DC £0.5m; Llanelli (Borough of) £0.15m; Lotaion Regional Council £0.4m; Maldon DC £0.5m; Wakefield (City of) Metropolitan DC

£0.25m; West Oxfordshire DC £0.25m; Birmingham (City of) DC £2m; Eife Regional Council £0.5m; Glasgow (The City of) DC £1m; Lincoln (City of) £0.25m; Crawley BC £0.5m; Enfield (London Borough of) £1m; Kensington and Chelsea (Royal Borough of) £1m; South Staffordshire DC £0.25m; South Yorkshire Passenger Transport Executive £0.8m; Tunbridge Wells BC £0.5m; Aberdeen (City of) DC £0.5m; Cannock Chase DC £0.5m; Greenwich (London Borough of) £1m; Highland Regional Council £1m; Monklands DC £0.5m.

Bullough down to £3.45m but dividend maintained at 10.75p

ALTHOUGH taxable profits of Bullough fell from £4.18m to £3.45m for the year ended October 31, 1981, the company is maintaining its dividend at 10.75p per share with an unchanged final of 6.55p net.

The directors say that while the pre-tax figures were 36 per cent below the record pre-recession profits recorded two years earlier, they indicate that the company is surviving the recession comparatively well.

First half profits before tax had fallen from £2.42m to £1.73m. Some group companies are now experiencing improved trading conditions, but for others the future is still uncertain. The prudent outlook is therefore for

the maintenance of the profit level now reported.

In the year under review, the electrical division and the special products side successfully maintained their profits. Project office furniture earned a somewhat reduced profit, but its direct selling activity minimised the effect of adverse market conditions.

N and B Trailers and Beantalk Shaving were hit by both lower demand and the higher level of sterling, and as a result reported disappointing results. The Newman Granger division suffered from a severe loss in one subsidiary which led to a lower overall profit.

The group's net borrowing position improved by about £2m to give net balances in hand of nearly £2m. This leaves the company in a strong position to contemplate further acquisitions.

Turnover for the year dropped by £5m to £49.8m. Tax took £1.3m (£1.73m) and extraordinary debits of £284,000 (£555,000), leaving attributable profits of £1.8m, compared with £1.9m. Dividends again absorb £940,000. Stated earnings per 20p share were down from 23.1p to 23.8p.

Net assets per share, however, rose from 225p to 235.1p.

Current cost pre-tax profits were £2.55m.

ICC grows by over 18% to £4.5m

Despite the recession, the Industrial Credit Corporation, Ireland's State-owned bank which lends to industry, increased advances last year by 44 per cent and pre-tax profits by over 18 per cent.

Total advances for the year ended October 31 were just over £190m. The company expects to maintain the present level of advances in real terms in the current year but warns that conditions will be difficult. It expects the general level of investment to fall during the period.

ICC is one of the few State companies which will make a return to the Irish Exchequer this year. It will pay a dividend of 9 per cent, up from 7½ per cent to the Government and the small number of private shareholders out of its £4.6m profits.

Meanwhile, Dublin stockbrokers Riada and Company say the short-term outlook for Irish commercial banks is not good. The brokers predict the banks will face an £10m levy in today's Budget and suggest a new technology agreement with staff will come to 14 per cent.

In all, Riada and Company forecast a decline in published profits of 2 to 3 per cent in 1982. The medium term outlook, however is brighter. The brokers say bank shares represent "outstanding value" relative to alternative Irish equity investments.

Arbathorpe is Branon's only profitable division

PRE-TAX profits of Branon, the holding company with interests in all services, engineering and construction equipment, fell from £64,000 to £23,000 in the six months to September 30 1981. Turnover was down from £5.06m to £4.89m.

Comparatives are for six and half months to March 31 1981. The pre-tax figure was struck after exceptional debits last time of £126,000 and interest charges up from £26,000 to £54,000. There was no tax charge against £13,000.

A dividend in respect of 1981-82 will be considered when the full year's results are available. Stated earnings per £1 share are 0.7p (1.7p).

Sir Monty Finniston, the chairman, says the outstanding feature of the six months was the continued progress of Arbathorpe, where an operating profit of £211,000 was made. All other divisions incurred losses. Arrow, which supplies specialised equipment for construction and road maintenance, and also trailers, was well up to targets, with the exception of the new cold road planer. Many enquiries for the cold road planer have been received in response to the company's strong marketing drive, and Sir Monty hopes that the anticipated rate of sales will be reached in 1982.

He says the lubrication activities sustained small losses. Rylands is, however, now in a position to compete for a wider range of business, both in lubrication and in engine and high quality fabrication work, and has a much larger order book than last year.

Unilube Oil Filtration, which was acquired in November, has promising prospects, especially with orders from abroad, for its special oil filtration system. Losses at Centralbe continued at about the same level as in the previous year, and a decision



Sir Monty Finniston, Branon chairman

has been taken to concentrate all lubrication activities at Hereford to give greater efficiency.

In the acquisition agreement with Williams Hudson Group (WHG), provision was made for a repayment by WHG in the event that Arrow's profits for 1980-81 were below a defined datum. In accordance with this agreement, a claim for £175,000 plus interest has been made against WHG.

Sir Monty says the group has played a leading role in the launch of Cavendish Petroleum, a company formed to acquire certain oil and gas interests in the U.S. already in operation. Branon has obtained an approximate 20 per cent interest in Cavendish, partly as a result of the role played by its management in developing the project and partly by providing certain guarantees.

Amsteel falls into the red at mid-term stage

DESPITE AN improvement in turnover from £4.1m to £5.1m for the six months to September 30 1981 Amsteel Group, steelwork fabricator, fell into the red for the period incurring a pre-tax loss of £92,000, compared with a profit of £71,000.

The deficit was struck after redundancy costs this time of £46,000 and interest charges of £4,000, against £26,000. For the full year, the directors say a group loss is inevitable and add that until such time as there is clear evidence of an improved trading climate, it is not possible to forecast when a return to "sensible" profits will occur.

However, they point out that morale throughout the group is high and confidence in the future continues unabated. Current order books, including exports, are not unsatisfactory and with the financial resources available to it, the directors say the group is in a better position than most to weather the present difficult times.

Commenting on the interim results they say David Roofing,

which was acquired last April, performed in line with expectations. Although operations in the current period have been affected by the adverse weather the company's order book is good and it is trading profitably.

The group's structural companies effected redundancies which in total represent a sixth of the work force. Margins in this sector remain unacceptably low. The Norfolk subsidiary, Wall Engineering, which has been incurring substantial losses in recent months, is undergoing a major reorganisation which includes the recruitment of senior management covering production and technical sales.

It is anticipated that no main-stream corporation tax will be payable in respect of the year to end-March (same). The group's policy is to declare dividend annually.

For the six months to September 30 1980 there was a below the line credit of £238,000 arising from the sale of freehold land, and for the full year group pre-tax profits emerged at £286,000.

BAT associate advances

ITC, the 37 per cent held Indian associate of British American Tobacco, moved strongly ahead in the first half of its current year, achieving a turnover of Rs 2,736m—an increase of 33.3 per cent. Pre-

tax profits were also well ahead. For the full year to end-March 1981 the company's turnover totalled Rs 4,350m. The first half trend is expected to continue throughout the year.

Raeburn Investment Trust plc

Year ended 30th November	1981	1980
Value of net assets	£60,027,953	£57,375,022
Gross revenue	£3,492,340	£3,323,450

Per 25p Stock unit—		
Net asset value	224.6p	215.1p
Earnings	6.90p	6.94p
Dividend	6.90p	6.35p

The Chairman, Mr S.G. Brooksbank, comments:
Franked income rose slightly, in spite of dividend cuts by several companies in the portfolio, while unfranked income rose from £737,000 to £963,000. Deposit interest received and interest paid combined to offset the improvement in investment income. The net result was that earnings per share declined from 6.94p to 6.90p. This also partly reflected a change of emphasis giving higher priority to capital growth.

In these circumstances a full distribution of earnings is recommended.
The company's net asset value per share rose by 4.42% which compares with a rise in the All-Share Index of 2.56%. Results achieved in the USA and Japan were well above the local indices even before adjusting for currency movements.

Raeburn is retaining a reasonable margin of liquidity and this together with its undrawn loan facilities, provides considerable flexibility to take advantage of any favourable opportunities.

Raeburn's policy is to achieve above-average capital appreciation and satisfactory dividend growth.

Copies of the Report and Accounts are available from the Secretaries, Lazard Brothers & Co. Limited, 21 Moorfields, London EC2P 2HT.

These securities have been placed. This announcement appears as a matter of record only.

SATELLITE

SATELLITE TELEVISION P.L.C.

A company formed for transmitting a commercial television service by satellite
£4,000,000
Private Placement of Convertible Stock and Loan Stock

arranged by
BARCLAYS MERCHANT BANK LTD.
GUINNESS MAHON & CO. LTD.
in association with
JAMES CAPEL & CO.
Brokers to the issue
January 1982

PETROLEOS MEXICANOS

U.S.\$100,000,000
Floating Rate Notes 1984
For six months
27th January 1982 to 27th July 1982

In accordance with the provision of the Notes notice is hereby given that the rate of interest has been fixed at 16½ per cent per annum.
By Chemical Bank London (Agent Bank)

JUST PUBLISHED!
ACCOUNTING for PENSIONS
ORDER FORM: To: Woodward-Fullbrook (Publishers) Ltd, Dept. 2, 17 Aldershot, Hampshire GU11 2DU. Tel: 01252 66733. Fax: 01252 66733.
I enclose a cheque for £.....
Name _____
Address _____
£12.50

New Issues January 27, 1982

Federal Farm Credit Banks

The Thirteen Banks for Cooperatives
The Twelve Federal Intermediate Credit Banks
The Twelve Federal Land Banks

Consolidated Systemwide Bonds

14.30% \$1,759,000,000
CUSIP NO. 313311 FJ 6
Dated February 1, 1982 Due August 2, 1982

14.50% \$1,349,000,000
CUSIP NO. 313311 FN 7
Dated February 1, 1982 Due November 1, 1982

Interest on the above issues payable at maturity
Price 100%

The Bonds are the secured joint and several obligations of The Thirty-seven Federal Farm Credit Banks and are issued under the authority of the Farm Credit Act of 1971. The Bonds are not Government obligations and are not guaranteed by the Government.

BONDS ARE AVAILABLE IN BOOK-ENTRY FORM ONLY.

Federal Farm Credit Banks
Fiscal Agency
90 William Street, New York, N.Y. 10038

Peter J. Carney Fiscal Agent
Gerald F. Kierce Deputy Fiscal Agent

This announcement appears as a matter of record only.

This advertisement complies with the requirements of the Council of The Stock Exchange

U.S. \$150,000,000

Citicorp Overseas Finance Corporation N.V.
(Incorporated with limited liability in the Netherlands Antilles)

Guaranteed Zero Coupon Notes due February 11, 1985

Unconditionally Guaranteed by
CITICORP
(Incorporated with limited liability in the State of Delaware)

Offering price: 66.5% of principal amount at maturity

The following have agreed to subscribe or procure subscribers for the Notes:

Merrill Lynch International & Co.
Algemene Bank Nederland N.V.
Bank Brussel Lambert N.V.
Crédit Lyonnais
Kredietbank International Group
Société Générale de Banque S.A.

Amro International Limited
Citicorp International Group
Daiwa Europe Limited
Société Générale

The 30,000 Notes of U.S. \$5,000 each constituting the above issue have been admitted to the Official List of The Stock Exchange in London, subject only to the issue of the Notes.

Full particulars of Citicorp Overseas Finance Corporation N.V., Citicorp and the Notes are available in the Exrel Statistical Service and may be obtained during usual business hours on any weekday (Saturdays and public holidays excepted) up to and including February 12, 1982 from the brokers to the issue:

Cazenove & Co.,
12 Tokenhouse Yard,
London EC2R 7AN

January 28, 1982

Companies and Markets

BIDS AND DEALS

Consortium makes counter bid for Lovable

A CONSORTIUM headed by Mr Bernard Garner, former finance director of Cope Allan International, is bidding to take over Lovable, the bra manufacturing company based in Cumbernauld, which went into receivership last October.

If successful the consortium intends to keep production in Cumbernauld where the sewing skills are. The consortium claims that it has been given permission by the U.S. franchise holders to use the Lovable name.

The receivers called in following the Barclays Bank decision to withdraw its support for the company — said in October that they were considering offers from about eight or nine UK companies, and two overseas companies.

The consortium said yesterday that it was the announcement of an imminent deal with Lovable Spa and the lack of assurances "which prompted the workers to mount a round the clock picketing operation for fear that attempts would be made to lock out the workforce or to remove stock and machinery."

The consortium said: "We are serious contenders for the company. There is a very serious intention to succeed in taking over but we don't want to say too much at the moment as we are in the middle of delicate negotiations."

Mr Tony Houghton, the joint receiver, said: "I have been having discussions with the consortium and their bid is on a par with that of Lovable Spa and Barlet."

"The Italians have the necessary finance but have encountered problems in finding the necessary foreign exchange and expatriating it. I have informed them that while they endeavour to sort out their problems I am negotiating with the consortium."

Lovable — whose creditors are owed more than £2m — employs 400 at the manufacturing operation in Scotland and 100 at the

headquarters at Romford in Essex. Lovable was jointly owned by Lovable of Atlanta, Georgia, and Mr Alex Pelicap, the founder, and his wife.

The main reason behind the receivership was the default on payment for a large export order to Libya which had been fully met by the company.

Last week Mr Norman Hogg, MP for Cumbernauld, called on the Department of Trade to take urgent action to retrieve £800,000 owed to the company in respect of goods sent to Libya.

He said the central purchasing authority in Libya placed orders for £1.5m worth of goods and although £1m of goods had been sent only £200,000 had been received in payment.

The directors recommend shareholders to "take no action at present" and say they will communicate with them again as soon as possible.

Yesterday Mr Justice Viney, hearing the Heron application in the courts for an injunction to block the Australian entrepreneur, said that he would give judgment in this "unusually difficult case" today.

Mr Holmes & Co. owns over 50 per cent of the non-voting shares in ACC and depending on the outcome of legal action could gain control of over 63 per cent of the voting shares.

Hill and Knowlton International, of Geneva, has acquired a majority shareholding in Public Relations Practitioners (PRP), of Dublin. PRP is understood to be the leading Irish public-relations company.

Hill and Knowlton International, the European headquarters of the leading New York PR group, Hill and Knowlton Inc, already has offices in nine European countries and is represented in five further countries.

Lloyds and Scottish Finance Group has acquired Tube Investments' remaining 25 per cent stake in RIGP Finance, making it a wholly-owned subsidiary of Lloyds and Scottish Finance Limited.

RIGP Finance is based in Nottingham, and is the leading UK finance company specialising in instalment credit facilities for the motorcyclist trade.

The company has 260 employees in nine offices and provides instalment credit for 100,000 motorcyclist buyers.

Rediffusion Simulation, a subsidiary of Rediffusion, has acquired 20 per cent of the equity in a newly formed computer graphics company, Cambridge Interactive Systems (CIS) (P).

CIS (P) established last year, markets packaged computer-aided design systems based on software from its parent company, Cambridge Interactive Systems, and hardware designed by a number of manufacturers.

The cost of the acquisition was £125,000 settled in cash.

SPAIN
January 27
Banco Bilbao 326
Banco Central 348 +4
Banco Exterior 325 +4
Banco Hispano 314
Banco Ind. Cat. 115
Banco Santander 327 +9
Banco Urquijo 215 +2
Banco Vizcaya 274 +2
Banco Zaragoza 222 +1
Banco Zuello 152 +4
Española Zinc 80
Pecsa 61.7 +1.5
Hidrova 62.2 -0.5
Hidrova 62.2 -0.5
Petrubor 96.5 -0.7
Petrubor 96.5 -0.7
Sofipa 30
Sofipa 30
Sofipa 30
Sofipa 30

BICC sells Translight to maintenance director
The cable manufacturing and engineering group, BICC, has sold its Translight street lighting maintenance and lighting installation division to Mr David Linington, the division's maintenance director.

The buy out, for an undisclosed sum, was financed by Mr Linington together with the Midland Bank.

The purchase by the newly launched David Linington Limited includes BICC's regional offices at St Mary's Street, Preston, and 60 staff operating nationwide. In addition, the new company acquires the local authority street lighting maintenance contracts for many street, road and motorway lighting units in Derbyshire, Cheshire and the London area.

Last week BICC sold Rotunda, a leading manufacturer of self adhesive tapes for industrial and consumer markets, in four of the company's senior managers.

Rubery Owen Hydraulics sold for £420,000
Rubery Owen Hydraulics has been sold to Koutak Manufacturing Company, the wholly-owned subsidiary of EIS Group.

The purchase consideration is £420,000 in cash — £180,000 on completion and the balance in instalments over one year. The new Rubery Owen division of Koutak Manufacturing Company will be established at Grantham, manufacturing and selling Rubery Owen series 75, 100, 120, 150, 180, 200, 250 and 400 valves, which are used in the mobile plant, materials handling and construction industries.

Manufacture and sale of the Rubery Owen and 51 series of valves are being discontinued and the assets relating to them are excluded from the transaction.

RITZ/IHOS. W. WARD
The Rio Tinto Zinc (RTZ) for Tros. W. Ward offer has been accepted by holders of 15,116,563 (27.62 per cent) Ward ordinary shares.

RTZ has acquired or received acceptances for 41,295,022 (70.76 per cent) Ward ordinary shares. The offer remains open until further notice.

SHARE STAKES
New Sythet Holdings—Plantation and General Investments and its subsidiaries have acquired a holding of 6,000 shares, leaving a holding of 45,750 shares (23.83 per cent).

Huntley and Palmer shares fall to 108p
Shares in Huntley and Palmer Foods fell 5p to 108p yesterday on rumours that Allied-Lyons had abandoned any thoughts of countering the contested £72.8m cash and equity bid for Huntley launched by Rowtree Mackintosh at the beginning of the week.

Allied is thought to have built up a near-9 per cent holding in Huntley towards the end of last year but a spokesman for Allied declined to comment on suggestions that the stake had been sold.

Mr David Bowden, finance director of Rowtree, stressed: "We certainly have not bought Allied-Lyons' stake in Huntley. In any case, under the new Takeover Panel rules, we cannot buy for seven days after we made the offer announcement."

Rowtree already has a 23.8 per cent stake in Huntley which was acquired at an average price of 76p per share. Rowtree's own share price was steady yesterday at 155p thus valuing each Huntley share at 102p under the terms of the proposed bid. Shares in Allied rose 2p to 78p.

KILICK MARTIN
A subsidiary, Kilick Martin Offshore, has been formed by Kilick Martin and Company to provide specialised services to the offshore oil industry working from the south coast of England.

It is based in Southampton and its main services include ship agency work for support ships including supply and seismic survey vessels.

The company also has an international offshore freight forwarding service providing transport, warehousing, storage and engineering facilities.

Mr R. F. Hayward, Mr G. S. Allan and Mr J. B. Lacey are directors.

Robert Fleming delays 7 investment trust mergers
Robert Fleming Investment Management is to delay the proposed mergers of seven of its investment trusts. The mergers of the trusts, which collectively have assets of £350m, was part of a proposal made by Fleming in December with the aim of increasing their attractiveness to investors.

However, it became clear this week that institutional shareholders in some of the trusts due to be merged felt the proposal was inadequate. Instead, some institutional shareholders expressed the view the trusts should be turned into unit trusts in order to allow shareholders to realise their investment at net asset value or the trusts should be liquidated.

Faced with this institutional opposition and the possibility of being outvoted, Fleming has backed down. On Monday it announced that the plan was being rethought and that talks would take place with institutional shareholders. The main opponents to the move were London and Manchester, which has a 22 per cent stake in Fleming's United States and General Trust, and Investment Intelligence, the investment management group, which last week

acquired a 13.75 per cent stake in another trust, London and Provincial.

Fleming said yesterday: "Following discussions with some institutional shareholders in certain investment trusts managed by Flemings, the boards of those trusts which were involved in mergers have decided to delay proposing any changes until further consultations have been carried out."

Fleming is optimistic it can win institutional support by greater specialisation in the trusts. However, Mr Ian Henderson, a director of London and Manchester, adopted a tough stance on Monday calling for the unification or liquidation of United States and General Trust, which has assets of £30m.

Under the original proposal the Guardian Investment Trust, with assets of £22m, was to be merged with Sterling Trust, assets of £53m; London and Provincial (assets of £55m) was to merge with London and Montrose Investment (assets of £35m); and three trusts, London and Holyrood (assets £48m), Capital and National (£37m) and United States and General Trust (£30m) were to merge and the funds to be invested solely in the UK.

Beaumont Properties offer extended
The offer by London Shop Property to acquire all the issued ordinary share capital of Beaumont Properties, has been accepted in respect of 13,005,785 (82.4 per cent) shares, directors of London Shop Property announced.

The offer became unconditional in all respects on January 14 1982 and is now being extended until further notice.

RAPPORT INTL.
Rapport International (Holdings) has sold its manufacturing, ballistics and electronics interests, together with the name itself, for an undisclosed sum. The sales excludes the motor car retailing operations at Park Lane, Marlow and Poole; the J. G. Meakes heat distribution and marine equipment business based at Marlow, Poole and Hamble; and the shares in J. G. Robiow who was chairman and sole shareholder of Rapport.

These operations will be brought under the Symbol name, the international holding company of Mr Ian Leaf, who was chairman and sole shareholder of Rapport.

SHARE STAKES
International Investment Trust Company of Jersey—Director R. K. Robinson, has acquired a further 2,250 shares as a legatee in an estate, making his beneficial holding 112,250 shares. Mr Robinson has acquired a further 2,250 shares as a legatee of an estate, making his beneficial holding 108,750 shares.

Rehmat Motor—T. M. Trading has purchased a further 150,000 ordinary, total holding now 1,120,000 ordinary (80.23 per cent).

NOTICE OF REDEMPTION

To the Holders of

Reliance Transcontinental N.V.

7¼% Guaranteed Debentures Due 1985

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of January 15, 1978 under which the above designated Debentures were issued, \$336,000 principal amount of such Debentures of the following distinctive numbers, have been drawn by lot for redemption on February 15, 1982 (hereinafter referred to as the redemption date):

COUPON DEBENTURES OF \$1,000 DENOMINATION, CALLED IN FULL, BEARING PREFIX LETTER M

202 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	202 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
302 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	302 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
312 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	312 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
322 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	322 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
332 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	332 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
342 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	342 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
352 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	352 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
362 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	362 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
372 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	372 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
382 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	382 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
392 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	392 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
402 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	402 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
412 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	412 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
422 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	422 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
432 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	432 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
442 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	442 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
452 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	452 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
462 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	462 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
472 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	472 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
482 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	482 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298
492 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298	492 513 801 1014 1231 1448 1766 2084 2392 2698 2998 3298

The Debentures specified above are to be redeemed for the Sinking Fund in accordance with Section 3.01 (a) of the Indenture at any of the following locations:

The Chase Manhattan Bank, N.A. One New York Plaza New York, New York 10015

The Chase Manhattan Bank, N.A. P.O. Box #428 Tammanyland II 6100 Frankfurt/Main, West Germany

The Chase Manhattan Bank, N.A. 41 Rue Cambon Paris 1ER, France

Chase Manhattan Bank (Switzerland) Genstrasse 24 Postfach 162 8027 Zurich, Switzerland

Chase Manhattan Bank, N.A. Luxembourg S.A. Coen Blvd. Royal and Grand-Rue, CP 240 Luxembourg Ville, Luxembourg

Banque de Commerce, S.A. 51/52 Avenue des Arts B-1040, Brussels, Belgium

The Chase Manhattan Bank, N.A. Woolgate House, Coleman Street London, EC2P 2ED, England

RELIANCE TRANSCONTINENTAL N.V.
By: Marine Midland Bank, N.A. Trustee

January 14, 1982

General Mining Union Corporation Group

COAL MINING COMPANIES' REPORTS FOR THE QUARTER ENDED 31 DECEMBER 1981

(Both Companies are incorporated in the Republic of South Africa) (Unaudited group results)

TRANS-NATAL COAL CORPORATION LIMITED

	Quarter ended 31.12.81	31.12.80	6 Months to previous year 31.12.81	31.12.80
Tons sold ('000)	7,409	7,654	6,483	15,063
GROUP INCOME	R(000)	R(000)	R(000)	R(000)
Net income from mining and allied activities	24,500	22,659	14,567	47,159
Add: Financing and sundries	110	1,778	(522)	1,888
Deduct: Amortisation of mining assets	24,610	24,437	14,045	49,047
	23,174	23,004	13,226	46,178
Deduct: Normal taxation	2,917	3,273	1,502	6,190
Deferred taxation	6,652	6,772	4,396	13,424
Outside shareholders' interest	1,465	1,354	935	919
Preference dividend provision	1,498	1,498	—	2,396
NET GROUP INCOME ATTRIBUTABLE TO ORDINARY SHAREHOLDERS	10,642	9,907	6,393	20,549
CAPITAL EXPENDITURE	32,615	14,567	18,064	47,182

Earnings per share for six months: 39 cents (1980: 24 cents)

Notes:

- Dividend No. 38 of 25 cents per share was declared on 3 December 1981 and is payable on 18 February 1982.
- As indicated in the annual report, and the previous quarterly report the group has changed its accounting policy with effect from 1 July 1981 by the introduction of amortisation of mining assets on a sinking fund basis and the consequential provision for deferred taxation against income. The comparative figures of the quarter-ended 31 December 1980 and the earnings per share for the six months ended 31 December 1980 have been restated in terms of the new accounting policy.

On behalf of the Board

G. CLARK } Directors
S. P. ELLIS }

THE CLYDESDALE (TRANVAAL) COLLIERIES LIMITED

	Quarter ended 31.12.81	31.12.80	6 Months to previous year 31.12.81	31.12.80
Tons sold ('000)	1,953	2,115	1,670	4,044
INCOME	R(000)	R(000)	R(000)	R(000)
Net income from mining and allied activities	4,750	4,220	3,190	8,770
Add: Other income (expenditure)	(39)	246	119	200
Deduct: Amortisation of mining assets	4,711	4,466	3,309	9,177
	150	150	142	300
Deduct: Normal taxation	4,561	4,317	3,167	8,877
Deferred taxation	1,912	1,807	1,325	3,719
NET INCOME AFTER TAXATION	2,645	2,503	1,837	5,148
CAPITAL EXPENDITURE	3,896	4,580	8,599	8,676

Earnings per share for six months: 51 cents (1980: 35 cents)

Notes:

- Dividend No. 137 of 27.5 cents per share was declared on 3 December 1981 and is payable on 18 February 1982.
- As indicated in the annual report, and the previous quarterly report the group has changed its accounting policy with effect from 1 July 1981 by the introduction of amortisation of mining assets on a sinking fund basis and the consequential provision for deferred taxation against income. The comparative figures of the quarter-ended 31 December 1980 and the earnings per share for the six months ended 31 December 1980 have been restated in terms of the new accounting policy.

On behalf of the Board

D. GORDON } Directors
S. P. ELLIS }

Secretaries: GENERAL MINING UNION CORPORATION LIMITED

6 Holland Street Johannesburg 2001

P.O. Box 61820, Marshalltown 2107

28 January 1982

BOARD MEETINGS

Company	Date	Time
Bainbridge (Pty.)	Feb 23	10.00
Bancor (Pty.)	Feb 10	10.00
Barrick Gold	Feb 10	10.00
Bellis (Pty.)	Feb 11	10.00
Bellis (Pty.)	Feb 4	10.00
Bellis (Pty.)	Feb 10	10.00

LONDON TRADED OPTIONS

Option	Expiry	Call/Put	Vol.	Call/Put	Vol.	Call/Put	Vol.	Call/Put	Vol.
BP (c)	280	88	8	40	66	504p			
BP (p)	300	28	193	30	84	504p			
BP (c)	320	8	14	78	28	504p			
BP (p)	340	18	24	20	10	504p			
BP (c)	360	28	38	94	16	504p			
BP (p)	380	38	18	20	10	504p			
BP (c)	400	48	12	14	24	504p			
BP (p)	420	58	8	14	3	504p			
BP (c)	440	68	4	14	3	504p			
BP (p)	460	78	2	14					

Denial of 'cheap' chrome sales by UC

ZIMBABWE'S LARGEST producer of ferrochrome, Union Carbide, yesterday strongly denied a reported statement by the Prime Minister...

S. Africa's gold output at lowest for 22 years

BY KENNETH MARSTON, MINING EDITOR

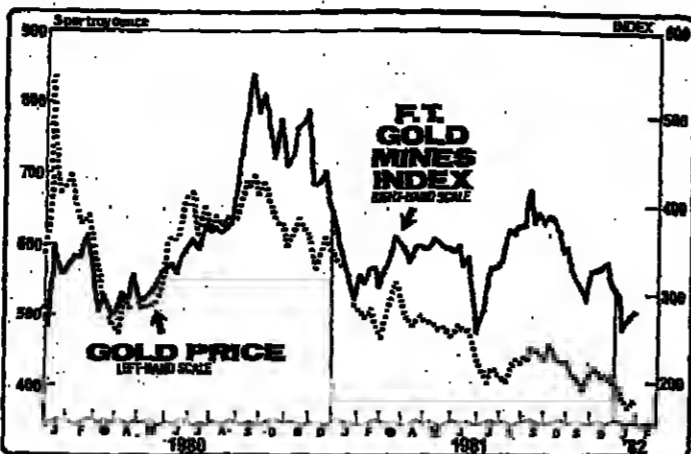
SOUTH AFRICA'S gold production—some 70 per cent of that of the Western world—amounted to 1,64m troy ounces in December...

Equivalent to 656.9 tonnes, the 1981 total goes against 674 tonnes in the previous year and is the lowest since 1959...

Ironically, the fall in production in recent years has been brought about to a large degree by rises in the gold price.

Higher gold prices have made it worthwhile to mine much of the low grade (low gold content) ore which was previously uneconomic.

Last year, for example, the average gold grade of ore milled by the South African gold...



and uranium mines fell further to just under 7 grammes per tonne of ore compared with 9.22 g in 1977.

For these basic supply-demand reasons the view is growing that the fall in the gold price from its 1980 peak of \$350 may now have about run its course.

More interest was also being shown in gold shares yesterday, despite the fact that in the absence of a good improvement in the oil price their profits for the current quarter will be well below those recently announced for the December quarter of last year when the price averaged about \$425.

remain at high levels in view of Soviet needs to finance imports of grain and other materials.

On the demand side, buying of gold for industrial and jewellery purposes is growing. Because of the sharp rise in prices it more than halved to 521 tonnes in 1980...

For these basic supply-demand reasons the view is growing that the fall in the gold price from its 1980 peak of \$350 may now have about run its course.

More interest was also being shown in gold shares yesterday, despite the fact that in the absence of a good improvement in the oil price their profits for the current quarter will be well below those recently announced for the December quarter of last year when the price averaged about \$425.

FINANCIAL TIMES FILM SERVICE advertisement with logo and contact information.

20 prints for £2.25

Send your Kodacolor II 110, 126 & 35mm films and we can guarantee you:

TOP QUALITY. All prints will be borderless, round cornered and hi-definition sheer.

FAST SERVICE. On receipt of the films at the laboratory, we guarantee that Kodacolor II 110, 126 & 35mm films will be processed in 48 hours.

Please allow for variations in the postal service and the fact that there is no weekend working in the laboratory. Films should be returned in approximately 7-10 days.

Other film makes and reprints can be processed but are not covered by the 48 hour guarantee and so take longer. Reprint prices are available on request. We do not accept C22 sub miniature, Minolta or black and white film.

COMPETITIVE PRICE. Developing, postage and packing at £0.85p per film plus a printing charge of £0.07p per print.

Prints are returned by first class post to your home, and full credit is given for negatives that are not technically printable.

Table with columns: No. of exposures, FTFS Price. Rows: 12 (£1.69), 20 (£2.25), 24 (£2.53), 36 (£3.37).

Complete the coupon below and post to: Financial Times Film Service, PO Box 45, Taplow, Maidenhead, Berks SL6 0AQ. Telephone 0628 70539

Note: While the utmost care is exercised to ensure the safety of films delivered, we regret that no liability can be accepted for any losses resulting from the loss of or damage to any films.

KODACOLOR II 110, 126 & 35mm FILM coupon with fields for name, address, and postage details.

Costain's \$35m U.S. coal deal

THE Costain Group's U.S. subsidiary has now completed its \$35m purchase of a 50 per cent stake in the major coal mining properties and preparation and shipping facilities of Pyro Energy Corporation.

Coal properties comprise leasehold interests in 128m tons of recoverable coal reserves in western Kentucky and southern Illinois. Negotiations are under way to acquire additional reserves at adjacent properties.

Mitsubishi's coal find

JAPAN'S Mitsubishi Coal Mining announces that it has confirmed a promising coal deposit near its Takasudama mine in Nagasaki, southern Japan.

It said that the newly confirmed seam has a theoretical coal reserve of about 470m tonnes and 10 per cent of it is exploitable.

Meanwhile, Mitsubishi Heavy Industries and the Research Institute of the electric power industry have agreed jointly to develop coal gasification technology for the power industry.

Base Rate Change BANK OF BARODA

Bank of Baroda announce that, for balances in their books on and after 28th January, 1982 and until further notice their Base Rate for lending is 14% per annum.

Private Placement advertisement for Republic of Austria DM 75,000,000 bonds, Bayerische Vereinsbank Aktiengesellschaft.

Hydro-Quebec advertisement for U.S. \$100,000,000 16 3/4% Debentures due February 15, 1988, listing various financial institutions.

The Toronto-Dominion Bank advertisement for U.S. \$100,000,000 Floating Rate Debentures due February 1992, listing various financial institutions.

BANK IN LIECHTENSTEIN ANNOUNCES WITH PLEASURE THE OPENING OF ITS REPRESENTATIVE OFFICE IN LONDON.

BASE LENDING RATES

Table listing various banks and their base lending rates, including A.B.N. Bank, Allied Irish Bank, American Express, etc.

CONTRACTS

£2.7m for Vauxhall

The Ministry of Defence has placed an order for 800 Vauxhall Chevette E estate cars, worth about £2.7m. This is the second Ministry of Defence order for the Chevette Estate car and follows trials in 1980 when it was selected as their small utility vehicle.

A multi-million pound contract has been won by THORN EMI ELECTRONICS, Feltham division, in collaboration with RACAL Automation, Ruislip, to develop the British Army's general purpose thermal imager repair facility. This will provide automatic optical and electronic testing capability for the inspection, diagnostic test and repair of the whole range of the Army's thermal imagers.

INTERNATIONAL COMPUTERS has won a £100,000 order from Birmingham-based Centre Computer Services. This company, which offers a range of computing services throughout the Midlands, plans to use 10 of ICL's system 120 machines, one for demonstration and the rest for customer's installations.

WESTLAND HELICOPTERS industrial division has won orders worth over £300,000 for large, high-integrity spiral bevel gears, some about 67 inches in diameter. The orders are mainly from Babcock Power, for use in coal pulverising mills for power stations, but the large gear orders have been for installation in oil rig wellhead turntables and in paper pulping machines.

CURRENCIES, MONEY and GOLD

Dollar steady

The dollar showed little change yesterday following President Reagan's speech on Tuesday night. Euro-dollar rates were weaker after Federal Reserve cut the discount rate was unlikely to rise for the moment.

The French franc improved yesterday and was placed at the top of the European Monetary System, displacing a weaker Dutch guilder. The D-mark rose slightly on trade figures above the Irish punt while the Belgian franc remained the weakest member.

STERLING—Trade weighted index 91.3 against 91.2 at noon, 91.0 in the morning and 90.9 at Tuesday's close. Three-month interbank 14 1/2 per cent (14 1/2 per cent six months ago). Annual inflation 12 per cent (unchanged from previous month)—Sterling opened at \$1.8690 against the dollar and touched a best level of \$1.8810 before easing back to \$1.8770.

THE POUND SPOT AND FORWARD

Table showing pound spot and forward rates for various currencies like U.S., Canada, Belgium, etc.

THE DOLLAR SPOT AND FORWARD

Table showing dollar spot and forward rates for various currencies like UK, Ireland, Canada, etc.

CURRENCY MOVEMENTS

Table showing currency movements for various currencies like Sterling, Canadian dollar, etc.

CURRENCY RATES

Table showing currency rates for various currencies like Argentina, Brazil, etc.

OTHER CURRENCIES

Table showing other currencies like Australian dollar, etc.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit rates for various currencies like ECU, etc.

EXCHANGE CROSS RATES

Table showing exchange cross rates for various currencies like Pound Sterling, U.S. Dollar, etc.

FT LONDON INTERBANK FIXING (11.00 a.m. JANUARY 27)

Table showing FT London interbank fixing rates for 3 months and 6 months U.S. dollars.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table showing Euro-currency interest rates for various currencies like Sterling, U.S. Dollar, etc.

MONEY MARKETS

Interest rates fell in the London money market yesterday, encouraged by the steeper trend in New York and Eurodollar rates. The improvement of sterling on the foreign exchange market.

Rates ease again

Interest rates fell in the London money market yesterday, encouraged by the steeper trend in New York and Eurodollar rates. The improvement of sterling on the foreign exchange market.

GOLD

Gold rose \$3 1/2 an ounce from Tuesday's close in the London bullion market yesterday to finish at \$381.382.

Further rise

Gold rose \$3 1/2 an ounce from Tuesday's close in the London bullion market yesterday to finish at \$381.382.

LONDON MONEY RATES

Table showing London money rates for various currencies like Sterling, U.S. Dollar, etc.

NEW YORK

Table showing New York money rates for various currencies like Sterling, U.S. Dollar, etc.

FT UNIT TRUST INFORMATION SERVICE

Offshore & Overseas Funds

Large table listing various FT Unit Trusts and their details, including S.S. Europe Obligations S.A., Lazard Joseph & Sons, etc.

INTERNATIONAL COMPANIES and FINANCE

\$600m zero coupon offer from General Electric

BY ALAN FRIEDMAN
GENERAL ELECTRIC of the U.S. is in the Eurobond market with a \$600m zero coupon bond...

Cities Service to drop plastics after hefty loss

BY OUR NEW YORK STAFF
CITIES SERVICE, the 20th largest U.S. oil company regarded as a prime takeover candidate...

THIRD QUARTER WRITEOFF LEAVES ANNUAL LOSS Earnings decline continues at RCA

BY RODERICK ORAM IN NEW YORK
RCA, the U.S. communications and services conglomerate, has reported a further decline in earnings...

First Chicago sells Visa cheques unit

BY OUR NEW YORK STAFF
FIRST CHICAGO, the large U.S. bank which went through a period of serious financial difficulties...

Airline's reverse limits Trans World growth

BY OUR NEW YORK STAFF
TRANS WORLD CORPORATION, the U.S. airline, hotel, catering and services company...

Shell Oil advance bucks general trend

BY OUR NEW YORK STAFF
SHELL OIL, the eighth largest U.S. oil company, 67 per cent owned by the Royal Dutch/Shell group...

Mobil and Gulf down for year

BY PAUL BETTS IN NEW YORK
MOBIL CORPORATION and Gulf Oil, the second and fifth largest U.S. oil groups...

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists...

Table with columns: U.S. DOLLAR STRAIGHTS, DEUTSCHE MARK STRAIGHTS, SWISS FRANC STRAIGHTS, YEN STRAIGHTS, OTHER STRAIGHTS. Lists various bond issues with prices and yields.

Shell Oil advance bucks general trend

SHELL OIL, the eighth largest U.S. oil company, 67 per cent owned by the Royal Dutch/Shell group...

Poor fourth quarter for Mead

BY OUR NEW YORK STAFF
HIT BY a sudden downturn of its markets since September, Mead Corporation, a leading U.S. paper and lumber company...

Peak result from Philip Morris

BY OUR NEW YORK STAFF
PHILIP MORRIS, the large diversified tobacco company, has turned in record earnings and revenues for 1981.

Peak result from Philip Morris

BY OUR NEW YORK STAFF
PHILIP MORRIS, the large diversified tobacco company, has turned in record earnings and revenues for 1981.

NORTH AMERICAN QUARTERLY RESULTS

Table with columns: ALLIS-CHALMERS, BILLYINGHAM CORPORATION, INA CORPORATION, OWENS-ILLINOIS, UNITED ARTISTS COMMUNICATIONS, UNITED ILLUMINATING, VIRGINIA ELECTRIC AND POWER, PAINE WEBBER, ROLLS INC., ST. REGIS PAPER, MURPHY DILL, G. D. SEARLE, ZALE CORPORATION. Lists quarterly financial results for various companies.

These Debentures having been sold, this announcement appears as a matter of record only.

New Issue

December 1981

Can. \$65,000,000

PanCanadian Petroleum Limited

16 1/2% Debentures due 1988

Orion Royal Bank Limited

Banque Bruxelles Lambert S.A.

Credit Suisse First Boston Limited

Société Générale de Banque S.A.

Swiss Bank Corporation International Limited

Wood Gundy Limited

Algemene Bank Nederland N.V. Amro International Limited... Bank of America International Limited

Cazenove & Co. CIBC Limited Citicorp International Group... Bank of America International Limited

F. van Lanschot Bankiers N.V. Lloyds Bank International Limited... Bank of America International Limited

BMW continues expansion as output and sales rise

BY KEVIN DONE IN FRANKFURT

BMW (Bayerische Motorenwerke), the West German high performance car and motorcycle manufacturer, increased production and sales last year, despite the recession in major world car markets.

BMW has embarked on a major programme of further automation which foresees the introduction of around 2,000 robots by the end of the 1980s. About 300 robots are expected to be in operation by the end of 1982.

Harvester chief in talks on Spain plant

By Robert Graham in Madrid

MR ARCHIE McCARDLE, chairman of International Harvester, is attempting to reach agreement with the Spanish Government on a proposed \$200m engine plant which IH plans to build in conjunction with Enasa.

It was announced last December that the engine plant would be delayed by a year. Since then, IH's own financial problems, combined with increasingly pessimistic market projections, have forced a new assessment of the project.

South African sugar groups agree to merge

By Jim Jones in Johannesburg

HULETT'S and Tongaat, two South African sugar concerns, are to merge in a deal which will create a group with assets of more than R1bn (\$1.03bn).

Restructuring helps Enka to stage modest recovery

BY OUR FRANKFURT STAFF

ENKA, western Europe's biggest manufacturer of man-made fibres, staged a modest recovery last year after a profits collapse in 1980.

ENKA, western Europe's biggest manufacturer of man-made fibres, staged a modest recovery last year after a profits collapse in 1980.

Investors shun Montedison rights issue

By James Barton in Rome

ONLY 21.6 per cent of Montedison's record L240bn (\$317m) rights issue has been taken up by shareholders, with even the syndicate of control, which has about 30 per cent of the capital, failing to subscribe to its full entitlement.

IBH Holding expects to boost turnover to DM 3bn

BY OUR FRANKFURT STAFF

IBH HOLDING, the West German building machinery group, which has grown through a series of acquisitions over the last six years to become the biggest manufacturer of construction equipment in Western Europe, expects to increase sales this year to around DM 3bn (\$1.3bn).

IBH's U.S. and Canadian subsidiaries increased sales by just 8.3 per cent to DM 650.9m, while the turnover of the British companies slumped by 13.7 per cent to DM 306.3m.

Aerolíneas Argentinas

\$107,112,500 medium-term Euro-dollar loan

LEAD MANAGERS:

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

NATIONAL WESTMINSTER BANK GROUP

THE BANK OF TOKYO, LTD.

CHEMICAL BANK INTERNATIONAL GROUP

CREDIT LYONNAIS

MIDLAND BANK LIMITED

ORION ROYAL BANK LIMITED

THE SUMITOMO BANK, LIMITED

CO-MANAGERS:

BARCLAYS BANK GROUP

THE HOKKAIDO TAKUSHOKU BANK, LIMITED

FUNDS PROVIDED BY:

INTERNATIONAL WESTMINSTER BANK LIMITED

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

THE BANK OF TOKYO, LTD.

CHEMICAL BANK

CREDIT LYONNAIS

MIDLAND BANK LIMITED

THE ROYAL BANK OF CANADA

SUMITOMO INTERNATIONAL FINANCE A.G.

BARCLAYS BANK INTERNATIONAL LIMITED

THE HOKKAIDO TAKUSHOKU BANK, LIMITED

THE BANK OF YOKOHAMA, LTD.

MELLON BANK, N.A.

THE TOYO TRUST AND BANKING COMPANY, LIMITED

THE FUJI BANK AND TRUST COMPANY

BANK FÜR ARBEIT UND WIRTSCHAFT AKTIENGESELLSCHAFT

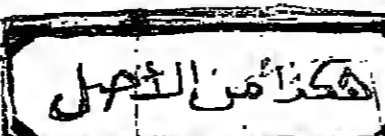
OLD STONE BANK

AGENT:

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

This announcement appears as a matter of record only.

January 1982



BANCO DE CHILE U.S.\$35,000,000 Floating Rate Notes due 1984. In accordance with the provisions of the Notes notice is hereby given that the Rate of Interest for the next Interest Period has been fixed at 15 1/2% per annum.

BANQUE DE L'INDOCHINE ET DE SUEZ U.S\$40,000,000 Floating Rate Notes due 1984. For the six months 27th January 1982 to 27th July 1982 the Notes will carry an interest rate of 16 1/2% per annum and a Coupon Amount of U.S\$2,000,000.

Samurai bond issues to rise to Y70bn a month

BY RICHARD C. HANSON IN TOKYO

THE FLOW of yen from Japan through the Samurai bond market, where foreign borrowers are allowed to issue yen-denominated bonds, will increase substantially from next month, despite some official worries about the currently weak yen exchange rate.

According to underwriters, the authorities have given the go ahead for issues totalling ¥65bn to ¥70bn, (\$302m to \$311m) a month from February to the end of April. This compares with the informal ceiling of less than ¥60bn or so maintained in recent months. For January ¥55bn will have been floated in four public issues. The increased amounts of yen denominated bonds to be allowed in the Samurai market seem to indicate that the authorities remain relaxed about the prospects for Japan's overall balance of payments this year. The official forecast for the current account balance is for a \$12bn surplus for the 1982 fiscal year which begins April 1.

The authorities appear to be somewhat worried, however, about the impact of what may be a sharp swing into current account deficit in the first quarter on the yen. The Ministry of Finance, for example, made inquiries about whether the conversion from yen into dollars of a ¥10bn (\$44.4m) privately placed bond, signed this week, could be delayed until later next month. This proved impossible.

In February four Samurai bonds totalling ¥68bn are scheduled. Another four issues are slated for March, amounting to ¥70bn. This week the authorities also have given the go-ahead for three large issues in April for ¥70bn.

Shiseido shows earnings decline

BY YOKO SHIBATA IN TOKYO

SHISEIDO, Japan's leading cosmetics manufacturer, recorded a 4.4 per cent fall in net profits for its year to November 30, mainly because of a higher tax charge.

Net profits came out at ¥10.2bn (\$45.3m) against ¥10.67bn on sales 2.8 per cent higher at ¥302.3bn. At the per share level net profits were ¥49.01 against ¥51.27.

Sales of soap declined by 3.1 per cent to account for 8 per cent of the total turnover. However, this decline was more than offset by sales of cosmetics which rose by 3.3 per cent to account for 88.7 per cent of the total turnover.

The company's efforts to expand its share of the cosmetics markets and boost sundry goods sales along with the restructuring of its European sales network helped the company to lift sales.

Lower and stable material costs, an emphasis on sales of high-priced cosmetics and increased selling prices contributed to the 4.5 per cent gain to ¥24.83bn at the operating level, before the effects of the higher tax rate were felt.

In the current fiscal year to November, 1982, operating profits are projected at ¥25.5bn, up by 2.7 per cent and net profits at ¥10.5bn, up by 3 per cent. Sales are expected to be 3.9 per cent higher at ¥314bn.

Arabank boosts net profit by 74%

By William Hall, Banking Correspondent

ARAB Latin American Bank (Arabank), the offshore consortium bank which has its headquarters in Peru, increased its pre-tax profits in 1981 by 79 per cent to \$20.2m. Net profits rose by 74 per cent to \$16.2m after deduction of a \$4m reserve for "portfolio protection."

The four-year-old bank, 60 per cent owned by Arab interests and 40 per cent by Latin American institutions, increased its balance sheet total in calendar 1981 by 37 per cent to \$2,098m. Its medium-term lending (loans with a maturity of more than a year) increased by 55 per cent to \$498.9m and net interest income was 77 per cent up at \$27.1m. The bank made a \$500,000 provision for doubtful debts.

The bank's main banking operation is its Bahrain branch, which generates more than half the bank's deposits. Last year the 29 shareholders injected \$25m of extra capital and the bank has issued \$40m of floating rate certificates of deposit. Shareholders are expected to increase the bank's capital by another \$25m in the current year.

Property man shakes up Munich's beer barrel

BY JAMES BUCHAN IN MUNICH

BEER DRINKING is a serious business in Bavaria and the announcement last week that two of the strongest of Munich's six breweries were to combine production has sent bubbles of excitement and consternation through the south German version of Milwaukee, the U.S. beer capital.

Behind the new combination stands the substantial figure of Herr Josef Schoerghuber, a Munich construction and property magnate, who, in the past 2 1/2 years has done much to shake up the rather flat world of Munich brewing. He has taken control of nearly half the city's production of 4.6m hectolitres (105.8m gallons) from Munich banks and old family concerns, and is known to be looking further afield.

Denmark to introduce indexed bonds

By Hilary Barnes in Copenhagen

A MARKET in index-linked mortgage bonds will be created by legislation put forward yesterday by the Danish Government. It is not yet clear whether the market will be open to foreigners.

The bonds will be used to finance housing, especially subsidised welfare housing, and agricultural investments. As the initial cost of servicing loans will be about 30 per cent lower than servicing of traditional mortgage bonds, the Government hopes that it will stimulate housing and agricultural investment.

The bonds will carry a "real" interest rate of 2 1/2 to 3 per cent, and an additional interest rate which will be calculated on the basis of changes in the net price index (excluding indirect taxes and energy prices), adding up to an effective yield of 12 to 13 per cent under present circumstances.

Investors will pay tax only on the real interest, a concession made to make the bonds competitive with traditional bonds, on which yields of 20 to 22 per cent are currently obtainable.

Envious eyes

Good years

Herr Schoerghuber's holding company already owns 62 per cent of Paulaner Salvator Thomasbrau, which with production in excess of 1.3m hectolitres a year, is the largest brewery in Munich, and also 60 per cent of Hacker-Pschorr Brau, the third largest with some 800,000 hectolitres. An option on a further 35 per cent of Hacker from Bayerische Vereinsbank for DM 77m (\$33m), is expected to be taken up by Paulaner, at least in its greatest part, on April 1.

The company also expects that job losses can be absorbed into the annual fluctuation in the current workforce of 1,700

It has been suspected for some time that Herr Schoerghuber was casting envious eyes at Lowenbrau, and the companies have confirmed they are negotiating over the merger of their "alcohol free interest."

Herr Schoerghuber has also been looking at Munich's fifth largest brewery, Augustiner, with output of about 350,000 hectolitres. The Augustiner was owned and run until his death last year at 73 by the reclusive, Herr Rudolph Wagner.

But the spread of Herr Wagner's heirs and legal difficulties appear to have caused Herr Schoerghuber to have lost interest for the moment.

NEC executive

Mr Akiyoshi Kato is vice-president of Nippon Electric Company (NEC), and not Fujitsu, as reported in an article on Japan's computer industry on January 18.

NEW ISSUE

These Notes having been sold, this announcement appears as a matter of record only.

JANUARY 1982

U.S. \$ 400,000,000

BFCE

**BANQUE FRANÇAISE
DU COMMERCE EXTERIEUR**

Guaranteed Floating Rate Notes Due 1987

Unconditionally guaranteed by

The Republic of France

Credit Suisse First Boston Limited

Crédit Lyonnais

- Arab Banking Corporation (ABC)
- Banque Nationale de Paris
- Chase Manhattan Limited
- Manufacturers Hanover Limited
- Kuwait Investment Company (S.A.K.)
- Merrill Lynch International & Co.
- Morgan Guaranty Ltd
- Morgan Stanley International
- National Bank of Abu Dhabi
- Orion Royal Bank Limited
- Saudi International Bank
- Société Générale
- Société Générale de Banque S.A.
- Swiss Bank Corporation International Limited
- S. G. Warburg & Co. Ltd.

This advertisement complies with the requirements of the Council of The Stock Exchange.

U.S. \$60,000,000



Banamex

Banco Nacional de México, S.R.

(A private banking institution incorporated in the United Mexican States with limited liability).

Floating Rate Subordinated Notes Due 1992

The following have agreed to subscribe or procure subscribers for the Notes:

Credit Suisse First Boston Limited

- Banque Nationale de Paris
- Banque de Paris et des Pays-Bas
- Creditanstalt-Bankverein
- European Banking Company Limited
- Samuel Montagu & Co. Limited
- Morgan Guaranty Ltd
- Nomura International Limited
- Orion Royal Bank Limited
- Salomon Brothers International
- Société Générale de Banque S.A.
- Standard Chartered Merchant Bank Limited
- S. G. Warburg & Co. Ltd.

The issue price of the Notes is 100 per cent. The Notes have been admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the Notes.

Interest is payable semi-annually in February and August, the first payment being made in August 1982.

Full particulars of the Notes are available in the Extel Statistical Service and may be obtained during usual business hours up to and including 11th February, 1982 from the brokers to the issue:

Cazenove & Co.,
12 Tokenhouse Yard,
London EC2R 7AN

28th January, 1982

U.S. \$20,000,000

Kay Capital N.V.

Guaranteed Floating Rate Notes Due 1985

Kay Corporation

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the three month period (90 days) from 28th January to 28th April, 1982 has been fixed at 16 3/4% per annum.

On 28th April, 1982, interest of U.S. \$420.31 per Note will be due against coupon No. 11.

J. Henry Schroder Wagg & Co. Limited
Reference Agent

Weekly net asset value

Tokyo Pacific Holdings (Seaboard) N.V.

on January 25th 1982 U.S. \$65.11

Listed on the Amsterdam Stock Exchange

Information: Pierson, Halding & Pierson N.V.,
Herengracht 214, 1016 BS Amsterdam.

This announcement appears as a matter of record only.



Aktieselskabet Sydvaranger

guaranteed by the

Kingdom of Norway

U.S. \$30,000,000

Term Refinancing

managed by
Hambros Bank Limited

provided by

- Christiania Bank og Kreditkasse
- Banque Norddeurope S.A.
- Berliner Handels- und Frankfurter Bank
- Gulf International Bank B.S.C.
- Hambros Bank Limited
- Landesbank Rheinland-Pfalz und Saar International S.A.
- NORD/LB
- Société Générale
- Norddeutsche Landesbank Luxembourg S.A.
- The Tokai Bank, Limited
- Sofis Limited

Agent Bank

Hambros Bank Limited

U.S. \$20,000,000

Term Refinancing

managed by

Hambros Bank Limited **Christiania Bank og Kreditkasse**

provided by

- Allied Bank International
- Banque Norddeurope S.A.
- Berliner Handels- und Frankfurter Bank
- Canadian Imperial Bank of Commerce
- Chemical Bank
- Christiania Bank Luxembourg S.A.
- Deutsch-Skanonvische Bank A.G.
- Gulf International Bank B.S.C.
- Hambros Bank Limited
- NORD/LB
- Société Générale
- Norddeutsche Landesbank Luxembourg S.A.
- The Tokai Bank, Limited

Agent Bank

Hambros Bank Limited

VONTobel EUROBOOND INDICES

14.576 = 100%

PRICE INDEX	26.1.82	19.1.82	AVERAGE YIELD	26.1.82	19.1.82
DM Bonds	91.75	91.81	DM Bonds	8.872	9.389
HFL Bonds & Notes	85.00	84.80	HFL Bonds & Notes	10.833	10.884
U.S. \$ Govt. Bonds	89.96	86.15	U.S. \$ Govt. Bonds	14.550	14.436
Can. Dollar Bonds	81.29	81.65	Can. Dollar Bonds	14.782	14.695

Companies and Markets

WORLD STOCK MARKETS

Firmer early Wall Street tone

NEW YORK

Table of stock prices for various companies in New York, including columns for Stock, Jan. 26, Jan. 25, and Jan. 24.

Stock

Table of stock prices for various companies, including columns for Stock, Jan. 26, Jan. 25, and Jan. 24.

Stock

Table of stock prices for various companies, including columns for Stock, Jan. 26, Jan. 25, and Jan. 24.

Stock

Table of stock prices for various companies, including columns for Stock, Jan. 26, Jan. 25, and Jan. 24.

Stock

Table of stock prices for various companies, including columns for Stock, Jan. 26, Jan. 25, and Jan. 24.

ASHKED BY bargain hunting, Wall Street picked up a little in an active morning session yesterday...

Technology stocks were particularly strong as institutions hunted for bargains in the group...

Canada A firmer tendency also prevailed on Canadian markets...

Closing Prices for North America were not available for this edition...

Table of closing prices for various international markets including Canada, Belgium, Holland, Australia, Japan, France, Italy, Germany, Norway, Sweden, South Africa, and Switzerland.

Indices

Table of market indices for New York, including Dow Jones, Standard and Poors, and NYSE All-Common.

NEW YORK

Table of market indices for New York, including Dow Jones, Standard and Poors, and NYSE All-Common.

NEW YORK ACTIVE STOCKS

Table of active stocks in New York, including columns for Stock, Change, and Price.

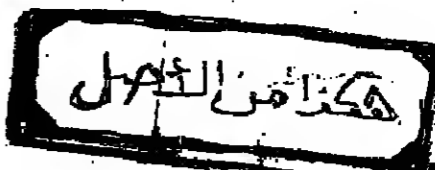
NEW YORK ACTIVE STOCKS

Table of active stocks in New York, including columns for Stock, Change, and Price.

Financial Times US\$97.64 (Discount of 25%)

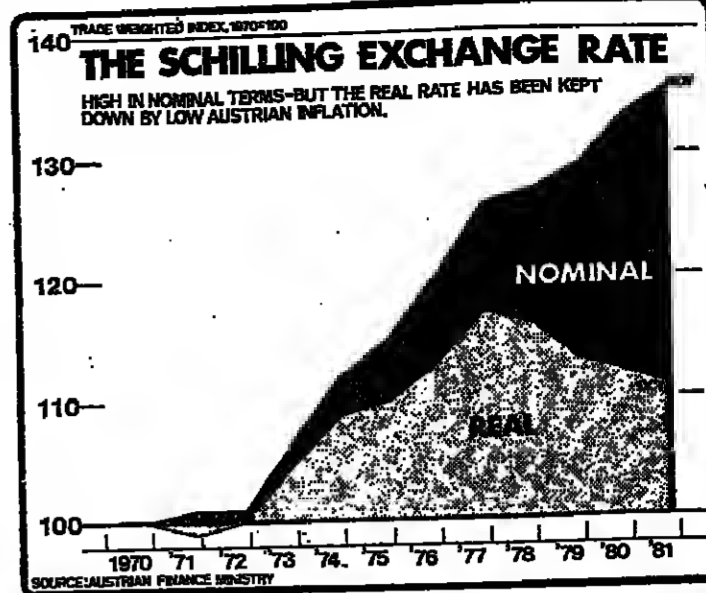
FINANCIAL TIMES SURVEY

Thursday January 28 1982



Austria

Austria is more than a picture book country. It has a trading role greater than its size implies. It also has a steady record of full employment and a stable exchange rate, but painful adjustments may be ahead.



Holding to the neutral route

By W. L. Luetkens

DR BRUNO KREISKY, the Austrian Chancellor, occasionally grumbles when he is criticised: "I won't play at Little Ditchwater politics."

The complaint has come increasingly often of late, whenever the 71-year-old grand champion of Austrian politics feels that his ministers, the opposition and opinionmakers fail to see the importance of his vision. They, and in particular the opposition, occasionally believe that Dr Kreisky at times over-estimates the potential of a country of 7.5m inhabitants, bordering on Communist Eastern Europe, and struggling to maintain full employment at the cost of budget deficits.

This constantly recurring difference of opinion, at bottom, is typical of much of Austria. It is a mixture of the conventional and the new; the backward and the up-to-date, of the outward-looking and the provincial. Even at the Vienna State Opera, undoubtedly one of the finest in the world, brilliant music often contrasts strangely with pedestrian, old-fashioned production.

Socialists may have ruled it for more than a decade, but Austria is at heart a very conservative country. Economic need may have made it heavily dependent upon world trade and a stream of foreign tourists. But few things are more typical of the average Austrian petty bourgeois than the cushion in the living room embroidered with the words: "Leave me in peace."

That is precisely what the world has not done for Austria. Unrest in Eastern Europe is uncomfortably close; the successive oil shocks have caused great difficulties in a country heavily dependent upon imports of energy; and the world recession has left its mark upon an economic record which for many years has given Austria full employment, some of the best growth rates in the OECD, and a relatively low rate of inflation.

The instinctive reaction of many Austrians has been to turn inward upon themselves, to enjoy a high living standard while complaining about the profligacy of others, and to hope for the best. But Austria cannot retreat into its shell if it is to survive as a going concern.

Even before Dr Kreisky came to power, Vienna was among the pacemakers of détente in Europe. His own championship of the Palestinian cause preceded its adoption by the EEC. The fact that his policy was rewarded by a terrorist attack on a synagogue in Vienna last year caused him deep misgivings, but he has since made up with Mr Yasser Arafat, head of the Palestinian Liberation Organisation.

Austria will have to continue on the route. It has pursued since being freed from Allied occupation through the state

treaty of 1955: a route which has maintained its status as a neutral yet left it firmly attached to the West. Moscow's willingness a decade ago to let Vienna conclude a treaty for industrial free trade with the EEC—a body which the Russians regarded with great suspicion—was a historic milestone on that route.

That treaty was the final abandonment of traditional Austrian protectionism. Austrian industry was left to sink or swim against fierce competition, especially from neighbouring West Germany. Most of it has swum, especially a myriad small and medium-sized industrial enterprises, mainly in the engineering industry, which have gone out and bled their own in world markets. Some of the mature industries, especially steel, have done less well, in common with their counterparts elsewhere in Europe.

Innovation

For some time therefore Austrian economic policy has followed a double course: to preserve jobs where possible, often at great cost, and to encourage innovation by state subsidy and tax incentive. Under the Socialists the balance has tended to swing towards direct subsidy, not always in the most innovative manner—a high price had to be paid before General Motors was ready to set up a branch plant near Vienna.

But there are signs that the balance may be swinging back. Dr Kreisky commands an absolute majority in the Parliament, yet he felt it advisable in December to come to an understanding with Dr Alois Mock, leader of the

conservative Austrian People's Party (OeVP) on a new economic package. In simple terms it consisted of Sch 4bn (about £130m) of new capital for steel and other stricken state enterprises on condition that they produced plans for a rejuvenation; and Sch 3bn in tax credits and incentives for business at large.

Subsequent events made that return to bipartisanship look a bit doubtful, in particular the howl of outrage when Dr Kreisky, worried by forecasts that the unemployment ratio would rise from 2.4 per cent last year to above 3 per cent in 1982, announced that he wished to go ahead with a Sch 7.5bn convention centre adjoining the UN skyscraper in Vienna.

The Chancellor duly grumbled "Little Ditchwater" when the opposition (silently supported by many Socialists) took the line that the money would be better spent on renovating housing.

Dr Kreisky coupled his convention centre plans with the announcement that he intended to re-run the referendum of 1978 as a result of which Austria's only nuclear power station, at Zwentendorf, on the Danube, was mothballed before ever being commissioned. If the Socialists win the next election, expected in April 1983, he would call another referendum to authorise the commissioning of Zwentendorf.

It looks like a gamble, because both the Socialists and the OeVP are deeply divided on the nuclear issue, though industry and the trade union federation are united in insisting that nuclear power is necessary.

Gamble or no, Dr Kreisky has

thrown the issue back into the political arena. He is probably acting on the belief that his personal prestige, which exceeds that of all other Austrian politicians, will carry him through. Oddly enough, however, he has not yet announced whether he is ready to stand in the next election; that decision is promised for May of this year.

The best guess is that he will stand, provided the doctors clear him. His party, which has fallen below the 50 per cent mark in public favour, though it still is ahead of the OeVP, would wish him to.

Priority

In this pre-electoral atmosphere there is little room for bipartisanship at the political and rhetorical level. But that is not to say that the underlying social consensus in Austria is breaking down. Even a real reduction of incomes last year—admittedly minute—was taken with remarkable phlegm by the trade unions. The maintenance of full employment is their first priority, as it is for the government and for most of the opposition.

Theoretically, at least, the unions have also conceded that their objective is not to preserve particular jobs but to ensure full employment; in other words they accept that their members may have to leave declining industries and find work elsewhere. Practice has at times looked a bit different. Trade union pressures and a patriarchal tradition have combined to maintain employment in some enterprises that might have fared better financially by shedding labour. The reward is that strikes are all but unknown.

But it is undeniable that the priority given to full employment has built rigidities into the system. An economist might argue that the acceptance of at least frictional unemployment might help to speed the process of innovation needed to maintain Austrian competitiveness in a cold world. There is a set of figures to show the need for such a process. On average, 100 kilograms of finished industrial products exported from Austria fetch less than Sch 10,000, as against Sch 11,000 for comparable West German exports, and no less than Sch 25,000 for those from Switzerland.

It is a matter of taste whether one lays the emphasis on the small gap between Austria and West Germany, or on the big gap between Austria and Switzerland. But there is no doubt that Austria must try to emulate the Swiss who, in many ways, are in a singular position.

Yet it would be wrong to assume that the Austrian labour market is frozen stiff. Over the years, manufacturing industry has been reducing its labour force. An expanding service sector has been able to provide compensation. That process may now be at an end. Last year only the public sector (excluding nationalised industries) increased in numbers.

Eventually that could provide problems of more than a cyclical nature, since the number of school leavers will not begin to decline before the end of the decade. The problem could be aggravated by the relatively high number of university students in Austria, who begin working life with higher than average expectations.

Unless the world economy

switches back to expansion, the possible disappointment of these expectations could lead to a measure of disillusionment with the country's political and economic institutions. So far such a process is not really discernible, though Austrians—from the Chancellor down—do more than their fair share of grumbling. Recent months have produced more than one reason for cynical comments.

The prize example is the case of the Vienna General Hospital, a two-tower monster which is still not completed after many years of construction. In November, 12 officials and businessmen were convicted of corruption for either accepting or giving bribes in connection with the award of orders for the hospital.

Popular reaction was cynical rather than one of horror. Cutting corners always has been part of the Austrian way of life: people accept that, and will not therefore turn their backs on a body politic that has given them unprecedented affluence. In fair-

ness it must be added that, by and large, Austria looks a well administered country, run far more efficiently than one might expect, given the Austrian reputation for *Schlamperei*, native equivalent of British muddle.

It may be part of that *Schlamperei* that Austria's economic policy in recent years has tended to react to external influences rather than evolve a dynamic concept of its own. At least, that criticism is often made by the opposition and by business people. It should be taken with a large pinch of salt.

Nobody can seriously expect Austria with a Gross National Product of less than Sch 1,000bn and a share of exports in that GNP of nearly 40 per cent either to swim against the international stream or to insulate itself from events in world markets. A "siege economy" is out, unless Austrians are prepared really to retreat into a Little Ditchwater which would, no doubt, be idyllic, but also poor.

CONTENTS

Economy—unemployment spectre looms	II
Banking—credit systems under strain	II
Nationalised sector—facing grave problems	III
Arms production—embarrassingly successful	III
Businessmen's guide to Austria's capital	IV
Profiles: Alfred Sinowatz	
Karl Blecha	
Heinz Fischer	IV

With Creditanstalt, the greater the challenge, the readier our response.



White plays and mates in 4 moves

Our long banking experience puts us in an excellent position to tackle the most complex problems—and come up with swift answers.

The way we tackle them is based on a simple philosophy: whatever the size or type of business, we provide the same high standard of fast, efficient service tailored to our clients' needs.

Creditanstalt is Austria's premier domestic bank, with 90 of the country's top 100 companies among our customers. Last year the CA Banking Group supplied approximately 25% of the total loans made to Austrian industry; we arranged over 40% of all export financing—evidence of our commitment to providing the best in Austrian banking.

It's natural that the country's leading domestic bank should extend its services—and employ its experience in the area of international finance. And no less natural that it has become a leader in this field, too. Today, one third of



Creditanstalt

Austria's leading international bank

Creditanstalt's business is international.

Our services are given extra muscle by our direct presence in London, Buenos Aires and Budapest, by our involvement in international joint ventures and our membership of EBIC. In fact, Creditanstalt can offer you access to every important financial centre.

Whether your needs involve foreign exchange, specialised non-recourse export financing, advice on international trade, Euromarket financing or portfolio management, you can be assured of a consistently high standard of service and expertise.

For the answer to your financial problems—or the solution to the puzzle above—contact Creditanstalt. We'll respond readily.

AUSTRIA II

Full employment is in danger and there is some pressure to soften the exchange rate, as W. L. Luetkens reports.

Pressures from abroad testing economic policies

THE TESTING TIME has arrived for the much-admired Austrian model of economic policy. Pressures, largely from abroad, are growing on a finely balanced mechanism which for many years has given the country full employment, an inflation rate low by most international standards, reasonable growth and a currency just about as hard as the D-Mark or the Swiss franc.

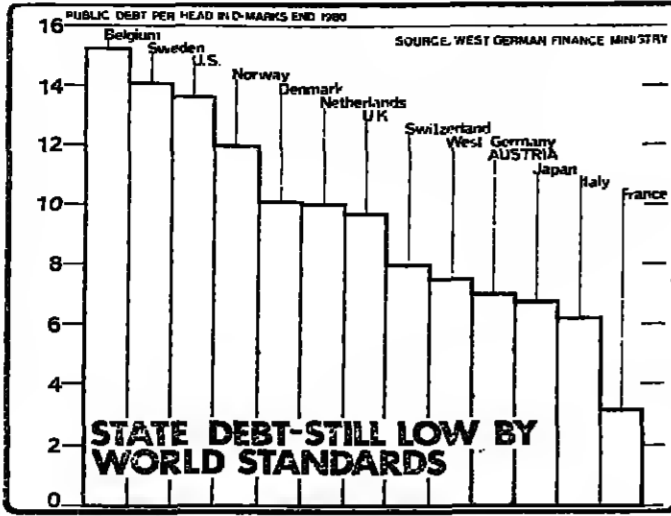
Full employment has been the main objective throughout of the Socialist governments of the 1970s, an aim shared in the main opposition parties. It was maintained, when necessary, by neo-Keynesian methods of deficit spending. Their success can be deduced from the figures: the unemployment ratio averaged 1.9 per cent in 1981, climbed to 2.4 per cent last year, and going by the forecasts of Wifo the Austrian economic research institute published at the turn of the year, will average 3.1 per cent in 1982.

By traditional reckoning that is full employment even during the current year, even though the public, as well as trade unions and opposition, are worked up about this year's prospective increase. For purposes of comparison, the unemployment ratio in West Germany, usually held up as the best performing European economy, exceeded 5 per cent in 1981.

Incentives

None the less, the Austrian Government is alarmed by the prospect of 89,000 unemployed this year and this month adopted an outline make-work programme from which it hopes to derive work for about 20,000. The programme is a mixture of investment incentives and of interest subsidies to the residential construction industry, together with the early release of roadbuilding funds already included in the budget tabled during October.

The underlying strategy is to get over the next few months in the hope that the forecasters—both Austrian and international—are right in their belief that world business conditions will improve later this year. If they do, Austria could hope for an export-led recovery. If not, Dr Herbert Saleher, the Minister of Finance, has in reserve a contingency budget per-



mitting him to increase the budget deficit in the region of about Sch 61bn (about £2bn) at present in prospect. That figure is gross: after deducting debt service, the net deficit at present foreseen is about Sch 34bn.

In the businessworld and among economists, however, doubts are widespread whether this strategy will suffice. There is talk of a possible devaluation of the currency, even to the point where rates are being bandied about. The figure in favour is an exchange rate of Sch 7.20 to the D-Mark, instead of about Sch 7 at present.

The reasoning behind these speculations is that West Germany—Austria's main supplier, customer and competitor—has an inflation rate lower than the 6.3 per cent increase of the Austrian cost of living index last year.

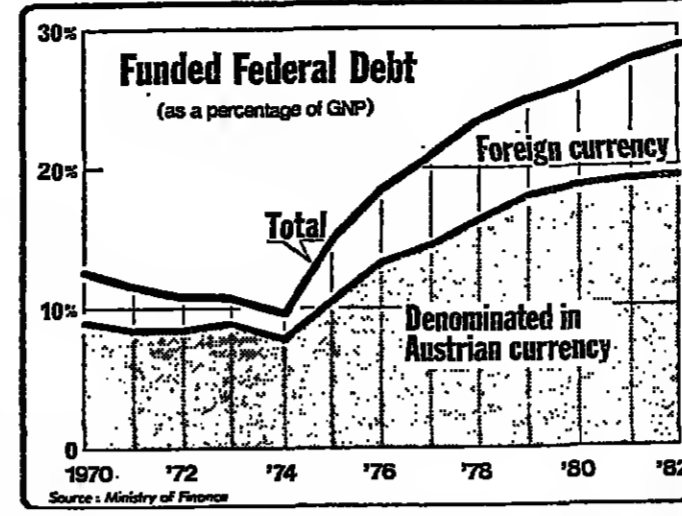
It may be taken for granted, however, that the Austrian authorities will resist a devaluation for as long as they can. Given a share of visible and invisible imports of Sch 526bn in a gross national product last year of Sch 823bn, and given especially Austria's heavy dependence on imported consumer durables (including cars), devaluation of significance would in next to no time push up the inflation rate and could prove self-defeating.

Devaluation, therefore, would place in question the tacit social contract which has given the national economy much of its strength. The trade union

Improving

There is another reason why, allowing for a little flexibility as in the past, the hard currency policy ought to be maintained. The Austrian visible trade balance, traditionally in deficit, has been improving since 1980, an especially bad year, and the current external deficit, which is much smaller because of income from foreign tourists, has also been shrinking. Stagnating domestic demand has been a main reason, but Austria also has been able to increase its visible exports.

In 1981, despite the bad world climate, market shares were gained in North America because of the high exchange rate of the dollar, and in the



Opoc countries. The position in Eastern Europe was maintained, whereas market shares were lost in the European industrialised countries.

That pattern is not without its dangers. The dollar exchange rate has fallen again and economic prospects in the U.S. are clouded. Opec countries have often proved volatile customers and the political stability of the oil-producers in the Middle East cannot be taken for granted.

Poland has brought home to everyone the problems of East-West trade. The export-led revival hoped for in Vienna therefore will depend largely upon what happened in the European OECD states and, especially, on whether the forecast 1 per cent growth of the West German economy does occur in 1982.

If not, Austrian policy makers will be confronted with the choice of accepting more than marginal losses of real incomes or, at the least, of abandoning the moderately restrictive fiscal policy which they have been trying to enforce. In practice that will mean going deeper into debt, since the native capital market is limited. It means adding to Austria's international debt.

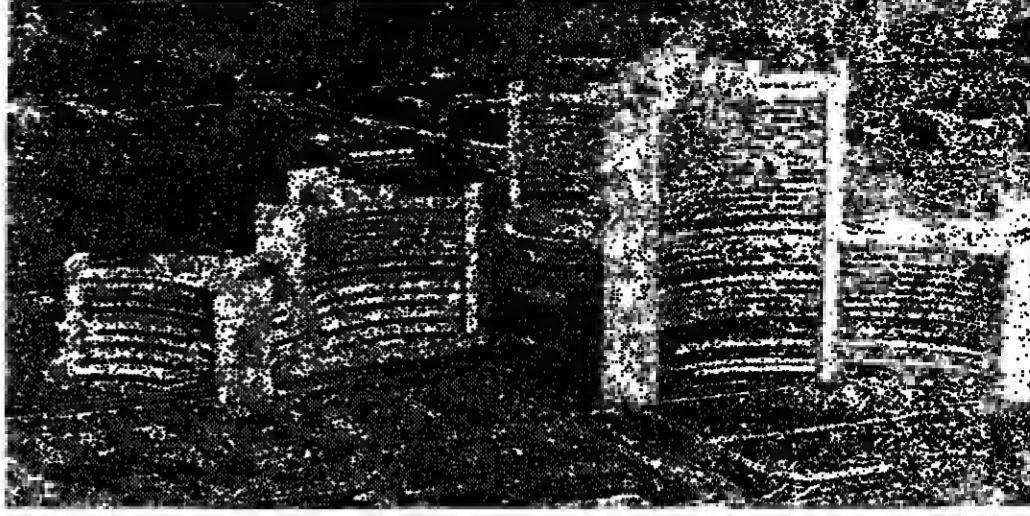
Dr Bruno Kreisky, the Chancellor, has taken the view that unemployment is worse than debt. But that does not alter the fact that even members of his own Government, not to mention bankers and economists, have for some time been

perturbed by the extent of the foreign debt, and in particular by the rate at which it has been increasing.

According to the Austrian National Bank the gross Austrian foreign debt (public and private, including credit institutions), amounted to Sch 232bn at the end of September 1981, compared with Sch 29bn at the end of 1971. The total debt has caused less concern than its rapid rise caused by the need to cover the current account deficit and a heavy borrowing spurge to get through the recession of the mid-1970s.

The net debtor position of the country is a good deal more favourable, largely because of the short-term foreign credit operations of the Austrian banks. Taken overall, the net outflow of interest and dividend payments in the 12 months to end-October 1981 came to Sch 7bn in a total current external deficit of Sch 43bn shown in the official external payments tables.

These figures have not impaired Austria's standing as a triple A country risk, in spite of two spectacular failures in the private sector which caused a stir during 1981. The immediate policy difficulties lie in Austria's heavy dependence



The UNO-City in Vienna, seat of several UN organisations, was conceived in the 1960s to underpin Austrian neutrality and standing. Size and cost made it a fertile source for controversy, stoked up anew by plans to add a convention hall which many Austrians believe will be both unnecessary and too expensive.

PERFORMANCE AND FORECASTS

	1979	1980	1981	1982
Gross National Product rise in %:				
Real	4.9	3.1	0	2.0
Nominal	9.5	7.9	5.0	8.0
Visible trade balance (Sch bn)	-58.7	-67.5	-79.5	-77.7
Current external account (Sch bn)	-17.1	-20.9	-16.4	-12.2
Consumer prices (rise in %)	3.7	6.4	6.8	5.8
Unemployment quota (%)†	2.0	1.9	2.4	3.1

* Figures differ from those in the official balance of payments: tables having been adjusted to take in the habitual surplus under net errors and omissions which are believed to be trade related.
† Forecast made before the Government adopted a stimulating programme. Source: Wifo, December 1981.

REAL GROWTH AND CONSUMER PRICES (Average rates 1970-81)

	1970-81	W. Germany	U.S.	Denmark	Sweden	Switzerland	UK	OECD	OECD Europe
Japan	5.7	2.8	3.8	2.8	2.8	1.8	1.6	3.1	3.8
Norway	2.9	3.0	3.0	2.7	2.7	2.7	2.7	2.7	2.7
Austria	3.7	6.2	6.2	2.9	2.9	2.9	2.9	2.9	2.9
Canada	3.7	7.9	7.9	2.0	2.0	2.0	2.0	2.0	2.0
Finland	3.7	10.5	10.5	1.8	1.8	1.8	1.8	1.8	1.8
Ireland	3.5	13.6	13.6	1.6	1.6	1.6	1.6	1.6	1.6
France	3.4	9.5	9.5	3.1	3.1	3.1	3.1	3.1	3.1
Belgium	3.0	7.0	7.0	2.9	2.9	2.9	2.9	2.9	2.9
Italy	3.0	12.7	12.7	Source: Austrian Finance Ministry.					
Netherlands	2.9	6.9	6.9						

High interest rates put credit systems under strain

PROFITS AND performance of the Austrian banks and other credit institutions are labouring under a threefold pressure which has lasted for the best part of two years and looks like continuing in 1982 with only partial relief.

Competition, at times unbridled, for primary deposits has added to costs and kept interest spreads low. High interest rates, especially in inter-bank and foreign business which is the main source of growth, have added to that problem.

Austria's relatively high involvement in Poland has been an additional source of worry. The country's total claim on Poland, when added to the Vienna claim at about Sch 30bn (about £1bn) which puts Austria, a small country, in fifth position among Poland's creditors.

About 80 per cent of that amount is secured by export guarantees which provide some safety for the individual lender, but do not solve the larger problems which would arise should Poland be unable to repay. By mid-January a portion of the interest payments due for 1981 had been received, but the rest was outstanding.

Some leading bankers in Vienna have been arguing for an international lender of last resort to help out if a sovereign risk, such as that in Poland, arises. But the international constellation does not look favourable to such a device. It could hardly go ahead without the U.S., where the banks are less heavily involved than in Austria or Germany, and where the political climate is unlikely to be in favour of halting out a communist state.

Officials in the know in Vienna argue that Austria's credit apparatus can digest the rescheduling of Poland's international debts negotiated for 1981 and could face a further rescheduling for 1982, but that the process cannot go on indefinitely.

Involved

Besides, Austria is heavily involved elsewhere in Eastern Europe where some other countries, too, are running into difficulties. A study prepared by Wifo, the economic research institute in Vienna, showed Eastern Europe's net debt to Austrian credit institutions to have risen from Sch 62bn at the end of 1980 to Sch 66bn by the end of last June. Next in Poland, relatively healthy East Germany was the largest net debtor. The Soviet Union came low down on the list, but its net debt did increase remarkably quickly from Sch 1bn to Sch 5bn

in the first half of last year. The domestic Austrian problem to attract most attention during 1981 was the difficulties encountered by Oesterreichische Laenderbank, the country's second biggest joint stock bank, as the result of the insolvency of two large industrial debtors, Elmig and Oesterreichische Klimatechnik (OeKG).

After drawing down considerable open and internal reserves, Laenderbank was left with outstanding claims of Sch 3bn which are unlikely to be recovered as a result of these

problems. The chief executive, Dr Hannes Androsch, has pointed out that his bank's balance sheet has doubled since the last increase of the share capital in 1976.

CA still is on the right side of the target figure of the Bank Act which calls for capital (equity plus reserves, plus general provisions) to be equal to 4 per cent of current liabilities, but expressed as a share of the total balance sheet capital has fallen to 2.8 per cent. That quota is roughly the same as for the country's credit

notice with no loss of interest. A wordy battle raged for several months between the various sectors of the industry—principally the joint stock banks which are relative newcomers to the mass market and the savings, co-operative and mutual banks which have the best access to savings deposits as a relatively cheap source of funds. In the end a very partial compromise was reached: early withdrawal will be penalised at a rate of 0.1 per cent for each month of premature drawing.

The straightforward way out would have been to offer premium interest rates for the larger depositor, but for political reasons that appears not to have been possible. So the industry had to take the full brunt of the pressure on spreads.

Some relief seems to have come from a slow decline of interest rates towards the end of 1981: if it continues for the rest of this year, spreads should improve for the first time since 1979. The high costs of branching within only three years of the last Bank Act revision. The creation of a semi-independent regulatory body, taking over from an overworked section of the Finance Ministry, looks more possible, though its effectiveness will depend on finding qualified staff.

What will not happen is a reversal of the long-term trend, finally concluded by the Bank Act of 1979, which turned all banks—joint stock, co-operative, or mutual—potentially into German-style "universal banks" permitted to engage in all forms of retail and wholesale business.

A certain degree of specialisation may occur in the kind of lending business individual institutions concentrate on, but the battle for savings deposits will continue to be waged by all.

It has been suggested that assets rather than liabilities should be made the basis for calculating capital ratios, but so profound a change seems improbable within only three years of the last Bank Act revision.

As interest rates rose internationally, a wide gap opened between these free rates and the fixed rate. Savers increasingly transferred their money to the higher yielding kinds of account. Managements responded by widely ignoring the theoretical commitment of these funds, permitting withdrawals at short

notice with no loss of interest. A wordy battle raged for several months between the various sectors of the industry—principally the joint stock banks which are relative newcomers to the mass market and the savings, co-operative and mutual banks which have the best access to savings deposits as a relatively cheap source of funds. In the end a very partial compromise was reached: early withdrawal will be penalised at a rate of 0.1 per cent for each month of premature drawing.

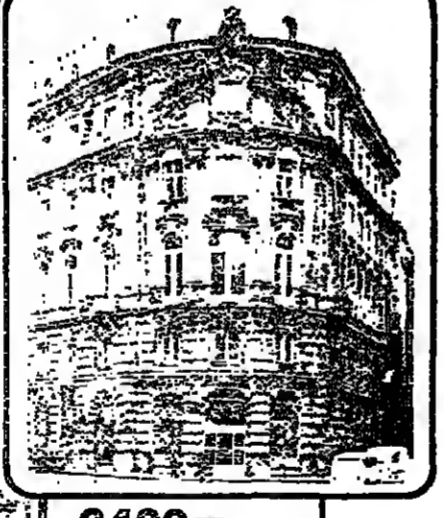
W. L. Luetkens

Your Banking-Partner in Austria



Vienna State-Opera House & GENOSSENSCHAFTLICHE ZENTRALBANK AG

Walking-distance: 3 minutes

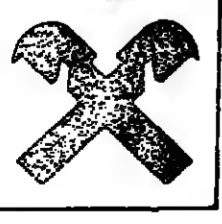


2400x Raiffeisen in Austria

As big as you need, as small as you want.

Located in the heart of Europe we are used to looking beyond borders. And to doing business beyond borders. As central bank of 2400 Raiffeisen co-operative banks with a combined balance sheet total of approximately US\$ 25 billion we have the strong base we need to be an effective partner for you.

Through UNICO-BANKING-GROUP we are closely associated with 36,500 banking offices in Western Europe and some of the largest banks in the world. Co-operation is our trade. Just contact us.



GZB-Vienna
GENOSSENSCHAFTLICHE ZENTRALBANK AG
A-1010 Vienna, Herrengasse 1. ☎ 63 46 81
Telex: 136 989, Swift-code: ZENT AT WW

Member bank of



UNICO BANKING GROUP

Handwritten signature or mark at the bottom center of the page.

AUSTRIA III

مكتبة النهر

The Kuerassier tank made by Steyr-Daimler-Puch, has found an international market, but also caused a domestic fuss. Many Socialists dislike the arms trade, but saving jobs has proved a higher priority

Increasing arms orders embarrass Socialists

THE BIG ORDERS secured by Austria's young and rapidly developing industry provide jobs for thousands and yield handsome dividends, yet at the same time they deeply embarrass important functionaries of the ruling Socialist Party and the unions. Gradually, and to a wider public almost imperceptibly, small, landlocked, neutral Austria during the last five or six years has become an increasingly important producer and exporter of arms.

Dr Hannes Androsch, chairman and director-general of the nationalised Creditanstalt Bankverein, recently estimated that the dismantling of the country's arms industry would threaten about 40,000 jobs. Yet as recently as in the summer of 1980 a protest movement by young Socialists and Catholics, supported by powerful union officials such as the chairman of the railway and transport managed to force the Government to cancel export permits for light tanks ordered by the government of Chile. Steyr-Daimler-Puch, the motor and arms producer, lost a major order worth Sch.2.2bn (£70m).

Last year demonstrators tried to organise a blockade to prevent the shipment of tanks for Argentina. Nevertheless, this time the Ministers of Interior, Foreign Affairs and Defence did not raise objections.

Herr Anton Benya, president of the trade union federation, actively supports arms deals as a prop to the economy and Chancellor Kreisky not only tacitly accepted the deals with the military rulers of Argentina but has done his best to promote arms exports to African and Middle East states, including Saudi Arabia and the Gulf states during his recent visits to the area.

About 25 to 30 large and small

companies are involved in arms manufacturing, it is estimated. They range from the nationally-based iron and steel giant Voest-Alpine to smaller plants producing munitions and components. However, the centre of the arms industry and the most dynamic force in this highly competitive business is Steyr-Daimler-Puch, a big concern primarily known for its lorries, mopeds, tractors, bicycles, roller and ball bearings as well as cross-country vehicles.

The entry of Steyr on a larger scale into the arms business was primarily due to the take-over as chairman and director-general by one of Austria's youngest and ablest managers, Herr Hans-Michael Malzacher. As soon as he arrived in 1976 at the age of 34, Herr Malzacher launched a massive export drive for Steyr's light tanks and armoured personnel carriers.

Today, the company has recovered from the setback caused by the cancellation of the Chile deal, and arms exports last year are estimated to have accounted for more than 25 per cent of its Sch. 1.5bn to Sch. 15bn, aggregate turnover. The company received orders for 240 tanks, each Argentina and Nigeria, with Argentina and Nigeria each buying 70 and Greece 100 vehicles.

At the same time, Steyr's assault rifles are in so much demand that sales have jumped by 40 per cent to an estimated Sch. 1bn last year. One of the most important deals was concluded with Nigeria. First Steyr built at Bauchi in northern Nigeria a plant which last year already turned out 2,000 lorries and 1,400 tractors. Final capacity should reach 4,000 to 6,000 lorries a year.

But an agreement was signed

years ago about erecting on an adjacent site a large plant to assemble 200 light tanks and 500 "Pinguin"-type cross-country military lorries. The plant is expected to start production next year. It could mean orders worth Sch 2bn a year for Steyr. Orders worth Sch 1bn are in the offing for 900 cross-country vehicles and heavy lorries adapted for military purposes.

Know how

What is the key to Austria's successes in this fiercely-competitive market? Above all, probably, the very smallness of the country and its arms industry. Thus Nigeria's authorities know that by relying on Austrian licences and know-how, future Nigerian arms exports to other African countries will not face stiff competition from their Austrian suppliers.

Another important point is flexibility and high-level personal contact. Herr Malzacher had to make 18 personal trips to Nigeria in 1976 before clinching the vital deal. Last but not least the reputation of Austria, and in particular of Chancellor Kreisky, has helped pave the way to major orders in Tunisia, Morocco, Algeria and lately in Saudi Arabia which last year ordered 700 military lorries.

Steyr has also acted as the pacemaker in foreign ventures in Greece where the Greek army is the main purchaser of heavy lorries produced by Steyr-Hellas, under majority Greek ownership. There too Steyr's Kuerassier tanks will later be assembled. At a time when Steyr can use only a third of its moped manufacturing capacity, arms deals as well as joint

ventures with Mercedes-Benz and Volkswagen to produce cross-country vehicles help to protect jobs.

Another important project is the joint production of 100,000 diesel engines a year with BMW, the German motor company in the upper Austrian city of Steyr.

But evidently it is the extremely profitable arms sector which provides the basis for the long-term viability of Austria's largest non-nationalised company, controlled by the Creditanstalt Bankverein, with a labour force of more than 20,000 if one includes foreign and sales subsidiaries.

Nevertheless, Herr Malzacher regards widely-publicised reports compiled by an Innsbruck-based Austrian university institute that the country ranks today seventh in the world's arm manufacturers league — surpassing even Switzerland — as "utterly ridiculous." But he does not deny the fact that Steyr alone has produced arms valued at Sch 7.9bn during the past five years.

Faced with serious problems of redeployment in key Austrian industries, above all in the nationalised sector, and a slow but steady rise in the number of unemployed, the protests of the Socialist and Catholic opponents are unlikely to block future arms deals. On the contrary, the arms lobby is becoming day by day stronger with Voest increasing its engagement through the takeover of the Hirtenberger Patronenfabrik and another plant. As a Styrian union leader put it: "I reject another perceived pacifism. As long as it provides jobs, I accept any kind of production."

Paul Lendvai

Losses weakening state industries

EVERYBODY AGREES that 1981 was the "worst year ever" for the Austrian nationalised industries in general and for the state-owned steel industry in particular.

Because the nationalised sector accounts for about 22 per cent of the gross production value of Austria's industry and has a total production workforce of just under 110,000 (or between one-fifth and one-sixth of the total industrial labour force), its performance has a profound impact upon the economy.

The sector comprises the entire steel and oil branches as well as large sections of the chemical, engineering, aluminium and non-ferrous metal industries which along with the two largest banks were nationalised in 1946 by a unanimous decision of the two major parties, People's Party and Socialists. Under the conditions of the Four-power occupation, nationalisation was seen as the only way to stave off foreign takeovers and to lay the groundwork of economic reconstruction.

The shifts in the institutional control over the nationalised industry and the banks (which in turn also have large industrial holdings), have always reflected the ups and downs in the political fortunes of the two parties, which between 1945 and 1966 had worked together in a coalition government.

Though Austria has now been governed for more than a decade by Dr Bruno Kreisky's Socialist Cabinet, the two major parties have recently agreed to provide much-needed funds totalling Sch 4bn for the ailing steel industry as well as to strengthen the capital basis of OIAG, the holding company for the nationalised industries. The law adopted just before last Christmas by Parliament shows that for all the verbal bickering, in a really critical situation the system of social and political consensus still works.

The plight of the nationalised sector is due primarily to the

grave problems faced by Voest-Alpine and VEW, the state-owned steel and special steel concerns, which have been hard hit by the world-wide steel crisis. It is admitted that Voest-Alpine has lost about Sch 8bn since the 1973 merger of Voest and Alpine Montan, while VEW, the special steel subsidiary, set up in 1975 after the merger of all special steel producers in the state sector, has been in the red to the tune of at least Sch 4bn.

A confidential report of the OIAG last autumn said a "dramatic deterioration" in operating revenues was due not only to internal politically-motivated opposition to long-overdue rationalisation measures. Twice—in 1980 and 1981—Booz Allen, the U.S. investment consultants, have presented devastating reports about per head productivity and future outlook in plants which, owing to location, transport and raw material problems, have become hopelessly obsolete.

Deficit

Thus it was revealed by the OIAG, for example, that the Donawitz steel plant in the province of Styria of 1981 suffered a loss of Sch 931m in the first half as against a turnover of Sch 2.12bn. As the wage and salary bill of the 6,000 employees totalled only Sch 920m, that is less than the operating deficit, the Voest board internally concluded that it would be cheaper for the concern as a whole to stop production there, while continuing to pay the wages of the Donawitz staff. In all, Voest last year is estimated to have suffered an operating loss of Sch 3bn and VEW, the special steel outlet another Sch 2bn.

Observers regard the recent bout of polemic over the optimal degree of independence and the right of the OIAG, the holding company to interfere in the running of the companies as basically irrelevant. What

has hampered the most effective response to a situation which has been developing for years has always been the political back-seat driving both at the federal and at the local level. Between 1970-80 the nationalised sector received Sch 80bn in investments, 80 per cent of which was financed through the cash flow of the group. However, these figures include Sch 6bn in funds pumped into the Donawitz steel plant, which in 1980 produced in tons of steel, but also a loss of Sch 1,000 for every ton produced.

No wonder that under these circumstances Mr Oskar Gruenwald, managing director of the holding company, reckons with losses for the sector as a whole in 1982, although overall turnover is estimated to have risen by 14 per cent to Sch 162bn and exports by 8 per cent to Sch 51bn. Except for OIAG, the state petroleum concern and Chemie Linz, the chemical and fertiliser company, no other nationalised company could report profits for the past year.

But Mr Gruenwald is cautiously optimistic as far as the outlook for 1982 is concerned. It is above all the likely improvement in the steel sector as a result of higher prices and structural readjustments to changed conditions which is the basis for a more hopeful mood. Mr Herbert Aplitzer, director general and chairman of the board of Voest-Alpine, hopes to cut losses this year to nil and to report profits next year.

He banks on engineering and contracting for Voest's future. Thus in 1974 steel accounted for two-thirds of the company's turnover. Last year that share was only 45 per cent and should drop to between 35 to 40 per cent by 1983, while simultaneously industrial plant, machinery and contracting would reach 60 to 65 per cent of the sales total.

But basically OIAG as well as numerous semi- or indirectly

nationalised companies controlled by banks and municipalities are faced with the choice between efficiency and profitability on the one hand and social and regional considerations on the other. It is difficult to strike a sensible balance in a country where the present generation has known nothing but full employment and where the governing socialist party and the unions point to Britain and the U.S. as frightening examples of countries which have mass unemployment while failing to bring about a sustained economic upswing.

Joint venture

The gradual closure of excessively uneconomic plants and a consequent if slow redeployment of labour are essential for putting the nationalised sector on a self-supporting basis. Restructuring involves also diversification such as the joint venture between Voest-Alpine and the AMI (American Micro-systems Inc.) in erecting a new plant near Graz to produce large-scale integrated circuits. Scheduled to reach its full capacity by 1986 with a total workforce of 1,500, the plant involves investments to the tune of about \$100m. Voest is also involved in a joint Austro-German glass production venture.

But other companies such as Elin, the engineering firm and Vereinigte Metallwerke Ranshofen-Berndorf, the aluminium producer, need at least Sch. 1bn in aid from OIAG this year. Thus the nationalised conglomerate, also hit by the economic crisis in Comecon which has been a market for 20 per cent of the total exports of the group, is still in trouble and Mr Gruenwald tempers his somewhat more optimistic forecasts for 1982 with the sombre reminder that the process of adaption will be "difficult and will take a long time."

Paul Lendvai

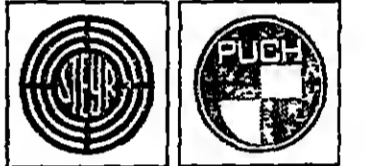
The modern world demands products which function perfectly, even under the very toughest conditions.

We manufacture those products. Our export sales prove, that wherever there is a need for absolutely uncompromising reliability, there you'll find Steyr-Daimler-Puch.

The trust our customers place in the fine reputation of Steyr-Daimler-Puch as specialists, is the very foundation of our success — throughout the world.

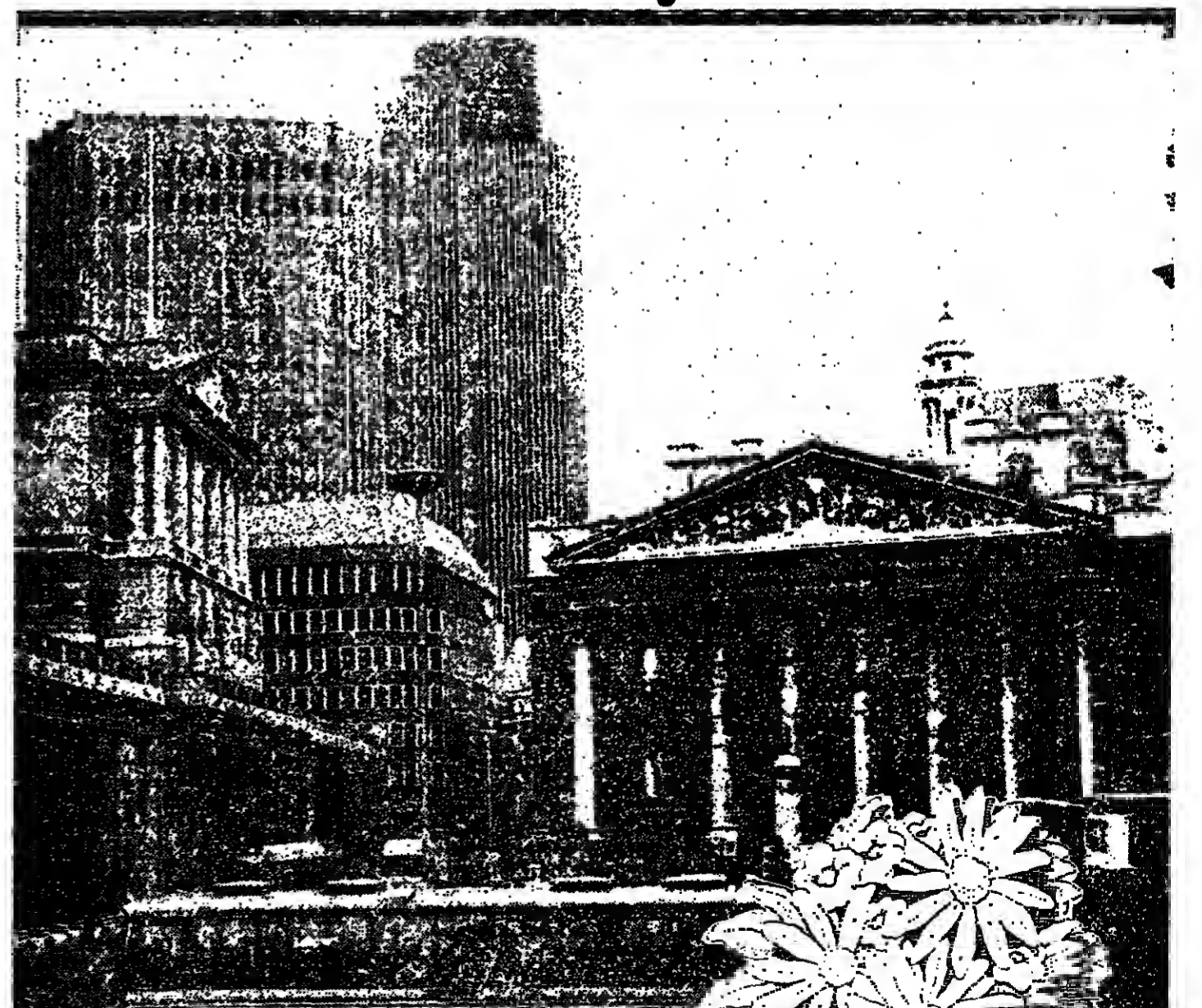
Steyr-Daimler-Puch AG

Trucks, tractors, farm machinery and implements, stationary- and replacement engines, bicycles, mopeds, all-terrain vehicles, buses for city- and intercity traffic, tracked vehicles, forestry machines and implements, anti-friction bearings, hunting- and sporting rifles, military firearms.



A-1010 Vienna, Kämtner Ring 7, Austria
Steyr-Puch-House, 211 Lower Parliament Street, Nottingham NG1 1FZ/Great Britain

Austrian Länderbank... within the Square Mile



Austrian Länderbank
London Representative Office
Peck House
20, Eastcheap
London EC3M 1DR

Tel. No.: 01-283 6952, Telex: 8956135

Representative: Mr. G. CRONENBERG

Austrian Länderbank. The best partner to do business with Austria

Austrian Länderbank is the Abecor bank in Austria



AUSTRIAN LÄNDERBANK

Vienna - Amman/Beirut - London - Luxembourg - New York.

AUSTRIA IV

Dr Bruno Kreisky, a Socialist, has dominated Austrian politics since becoming Chancellor in 1970. But at 71 he has to consider his health. Because of his high personal standing, his party wants him to carry on, and Dr Kreisky has said that he will announce by May whether he will fight the election expected in April 1983. Below, PAUL LENDVAI, Vienna Correspondent, sketches three key men in the succession race—once it comes.

After Kreisky—who?

VICE CHANCELLOR ALFRED SINOWATZ, who is certain to take over if Chancellor Kreisky were to leave the political stage before the next elections, is barely known abroad, yet he already ranks as Austria's most popular politician by far after Dr Kreisky. Dr Sinowatz, 53, a graduate of Vienna University with a degree in philosophy, is the Republic's longest-serving Minister of Education. After having served for 19 years as an outstandingly successful secretary of the Socialist Party in the eastern province of Burgenland, neighbouring on Hungary, he took over the Education post in November 1971.

Previously, he had been longed for six years to the provincial government of Burgenland as councillor in charge of cultural affairs. In January 1981 Dr Sinowatz replaced Dr Hannes Androsch as Vice-Chancellor.

A passionate advocate of comprehensive schooling, he is highly regarded even by his political opponents as a man who always seeks a consensus and even in a crisis sticks to

the rules of fair play. Dr Sinowatz does not have the flamboyance of his controversial predecessor as Vice-Chancellor, Dr Androsch, whose private business interests have often dominated newspaper headlines. Vice-Chancellor Sinowatz is widely regarded as a man of absolute integrity and proven modesty. His personal loyalty to the Chancellor coupled with his outstanding performance in his ministry and his public image as a sympathetic and in many ways profoundly Austrian politician, made him a natural choice for Vice-Chancellor. This means that he chairs the Cabinet meetings if Dr Kreisky is absent and would automatically replace the Chancellor if he became incapacitated.

Dr Sinowatz, a sensitive and cultured man, may be described as a politician of the moderate centre, well suited to win over voting voters without denying his lifelong commitment to social democracy.

HERR KARL BLECHA, the second Socialist politician, moved to the top ranks last

year, acting since the last party congress as executive vice-chairman of the Socialist Party.

Though nominally he is only one of Dr Kreisky's eight deputies, Herr Blecha, 48, effectively controls the party apparatus since he alone among the deputy-chairmen has no other function in the Government, Parliament or the provincial administration. Nicknamed "Charlie" by friends and foes alike, he first made a name for himself as the founder of the country's most reliable and initially most successful opinion research centre, called IFES, which has served the Socialists as an invaluable guide to gauge the political mood of the electorate.

After deep involvement in the socialist youth movement as successively chairman of the socialist school, student organisations and later of the youth organisation, Herr Blecha played a key role as party speaker on such issues as defence, justice and the media.

One of the few practising Catholics among leading



Dr Alfred Sinowatz: seeker after consensus



Karl Blecha: controls the party apparatus



Dr Heinz Fischer: favourite of the young

party men, he has been instrumental in launching a permanent dialogue between Church and Socialist Party, thus attracting Catholic voters to the Socialist fold.

He has been an MP since 1978, and a highly-effective party speaker on such issues as defence, justice and the media.

Herr Blecha describes himself as being left of centre. This means in his opinion a commitment to changing society which, however, cannot be carried out without the support of the Centre. He is one of the architects of this latest party programme.

For some 20 years closely associated with the Socialist Chancellor, he has been unfailingly loyal to Dr Kreisky. Herr Blecha's election as deputy party chairman last year was seen as recognition of his achievements not just in terms of organisation and public relations efforts, but also as a reward for his contributions to political decision-making and his unflinching commitment to the principles of Socialist ethics.

DR HEINZ FISCHER, at 43 still the youngest among the socialist top brass, occupies a key position as the execu-

tive chairman of the Socialist parliamentary group (led nominally by the Chancellor himself). At the last party congress, he was not only re-elected as one of Dr Kreisky's deputies as party chairman but he also received the highest number of votes among the candidates on a secret ballot of the congress delegates.

This more than anything indicates his stature in the party. He is perhaps the best-educated leading Austrian politician who, despite the daily political routine, seeks to follow main international trends and new publications

on political theory.

Dr Fischer is regarded as being perhaps the most "leftist" within what may be called the post-Kreisky collective leadership. In the parliamentary wheeler-dealing he has consistently showed great negotiating skill and a talent for compromise. He is still the favourite of many young socialists, while retaining the trust and support of the conservative trade union chief, Herr Anton Benya. This is no mean feat considering the fact that the conservative union establishment embodied in Herr Benya, who is also speaker of

parliament, shuns all varieties of "green," alternative, anti-nuclear, and ecological trends and groups. The real test for this brilliant and ambitious young politician is of course still ahead. His image has suffered somewhat from what Dr Fischer's comrades with mild irony called his preference for "fence-sitting" in ticklish situations.

Once the Chancellor leaves the political stage, this quiet, and so far extremely successful political operator, will have to show whether he has the political courage to stand up for his convictions.

W. L. Luetkens explains how to make yourself at home in Austria's capital

A businessman's guide to Vienna

FEW EUROPEAN capitals have attracted more myths and nostalgia than "Vienna, City of my Dreams," of the golden oldie. If you go there, enjoy the myths rooted in the history of a now defunct central European empire; but when you do business, steer by the reality of today.

That reality is an up-to-date economy, with a GNP per head higher than Britain's. Industrially it is closely linked with West Germany, both by a common technology and many close personal relationships. But as a relic of Austria's former hegemony over large parts of south eastern Europe, Vienna also is a window on Hungary, Yugoslavia, Czechoslovakia, and to a lesser extent Romania. Many multi-nationals do their marketing for those countries from offices in Vienna.

HOTELS: Here you have the choice between myth and modern. The large international chains maintain hotels in Vienna with the usual paraphernalia of signage for all bills, secretarial services, and settling by credit card. But you will feel less of a cypher in some of the first class (or even second class) houses in the Austrian tradition. Service is likely to be more personal, the decor less pricey. But make sure beforehand that your credit card will be accepted: often it is not.

COMMUNICATIONS: The better class hotels and most offices all have telexes. You can dial your own room in hotels of any standard. But be careful: the surcharge is apt to be high. When in doubt or short of cash it is useful to ring your home office and ask them to call you back.

When dialling an office with a large switchboard in Austria you may hear a ringing note before you have dialled all the digits. Persevere and dial on: your call will go through all the way to the extension you want.

RESTAURANTS: The Viennese are proud of their cuisine. The boiled beef with a selection of salads in some of the leading restaurants—and some plain ones, too—has to be savoured to be believed. If you enjoy

central European food and do not feel that dumplings are stouff, it is hard to eat badly in Vienna, provided you steer clear of fast food restaurants and the like.

The native wines are easy to drink, especially the dryish whites, without being great. In other words, unless you want to impress someone, the carafe will do. To avoid that afternoon drowsiness you can order wide g'spritz or splashed, meaning half wine (preferably white), half mineral water.

TAXIS are plentiful except on Sundays, but do not rely on always being able to hail one in the streets, Loodoo-fashion. Unless you know yourself to be close to a stand, phone for a radio cab: they really do come. **OFFICE HOURS:** Most offices, including government departments, start at 8 to 8.30 am. Be ready to do so yourself since your Austria contacts will be feeling peckish by noon and will be off to a long lunch break. Government offices close at lunchtime on Fridays for a long weekend.

BANKING HOURS are Monday to Friday morning and afternoon. Card holders can cash cheques on Saturday mornings at the American Express office in Kaerntnerstrasse in central Vienna. Eurocheques are widely accepted, credit cards less so. **LANGUAGE:** English is widely understood and given Austria's tradition as a tourist country, strangers usually are helpful to the foreigner. It is a polite gesture if you make an effort to show off your German.

Tradition, now beginning to wear a bit thin, makes it polite to address people by their titles rather than their names. While waiting for an appointment you can always discreetly ask the secretary by which style the boss likes to be addressed. You will be amazed by the number of Herr Doktors around.

ENTERTAINMENT: As in the rest of the world it is usual to take people out to business lunches. In the evening your Austrian business partner will probably fade away home, and you are unlikely to be asked there.

If you can afford it and get the tickets, a joint night at the State Opera could grease

the wheels of business. No dinner jacket required, but casual dress is frowned upon in those hallowed halls.

BUSINESS TIPS: If you are a big company and you are dealing with what by Austrian standards is a big company, too, the direct contact will serve you well. But the real strength of the Austrian economy lies in a network of often innovative and successful medium-sized and small enterprises.

To get at them you will almost certainly require a local agent who knows his way around. Take advice from your embassy, but also from the Austrian Trade Delegation in your country, which represents the Bundeswirtschaftskammer, —the rough equivalent of a chamber of industry and commerce—to which all Austrian entrepreneurs of any size must belong by law.

Brief of the trade delegations specifically includes assistance to Austrian importers, so do not get the idea that all they are trying to do is promote Austria goods.

Remember that your competitor in Austria is likely to be Austrian, German, or Swiss. That means that you are up against suppliers who tend to make a fetish of delivery on schedule. Delivery on the net is the best form of after-sales service, and as much of a selling point as price.

Austria may seem a small market, but technology and consumer preferences are similar to those in Germany and Switzerland. So there is a case for regarding all three as loosely linked sections of one marketing area.

West German commercial TV is widely watched in Austria (and Switzerland) and West German weeklies are widely read. Take that into account in planning a marketing campaign for consumer goods.

Though the Government and a quarter of the Austrian population are in Vienna, the country's industry is highly decentralised. Be ready to visit the main provincial towns, especially Linz, Salzburg and Graz. Trains are efficient, clean

and comfortable, and generally run on time even in winter.

EMBASSIES: All in Vienna—Great Britain, phone 73 15 75; France, commercial section 72 63 57; West Germany 73 65 11; U.S. 31 55 1.

BUNDESWIRTSCHAFTSKAMMER (full name: Bundeskammer fuer gewerbliche Wirtschaft), foreign trade division: Vienna 52 15 11.

TRADE DELEGATIONS: London, phone 584 4411; Paris 265 67 35; Lyon 853 73 22; Frankfurt 72 06 66; Dusseldorf 32 40 36; Hamburg 33 62 66; New York 421 5250; Chicago 861 0100; Los Angeles 380 7990.

WEAT TO SEE AND HEAR: The Wiener Saengerknaaben boys' choir and the Spanish Riding School, last home of the 18th-century dressage, are world famous, but usually booked solid during the tourist

season. Your hotel porter may be able to help, at a price. If you want higher things, the State Opera is among the best in the world but expensive and often sold out.

If you are a tired businessman you can find night life a price, but that is not a speciality of Vienna. If you must sin, try Linzertorte or Sachertorte in any of the other traditional pastries made by Austrian pastrycooks. They will go well with coffee, which you will like as much as you will dislike the tea if your tastes are English.

TIPPING: Always a difficult one. In restaurants 5-10 per cent is usual—more if you have been rendered special service. On your hotel bill, especially in the international chain establishments, 10 per cent is more than generous.

The European Connection

Are you au fait with the latest developments?

The way the EEC's legislation and regulations keep on changing it takes an eagle eye to keep in touch with the latest developments.

Which is why you need the clear-sighted vision of Community Markets.

Published monthly, Community Markets alerts you to how the European institutions affect your business decisions. It covers every aspect of trade, industry and commerce within the ten member countries, with all the accuracy, authority and impartiality you'd expect from a Financial Times newsletter.

The coupon below gives you the opportunity of testing the value of Community Markets over a period of six months. Alternatively, we will send you a free sample issue.

COMMUNITY MARKETS

To: Subscriptions Dept., (CM)
Financial Times Business Information Ltd.,
Alminter House, Arthur Street, London EC4R 9AX. Tel: 881 1506

Please enrol me for a 6 month trial subscription to COMMUNITY MARKETS at £45 (UK) or £55 (overseas) including air speeded delivery.

Please send me a free sample copy of COMMUNITY MARKETS.

Cheque enclosed Please invoice

The overseas rate is payable at current exchange rates in any currency freely convertible into sterling.

Please make cheques payable to "FT Business Information (CM)"

Name _____
Position _____
Organisation _____
Address _____

Signature _____
Date _____

Registered Office: British House, 10 Cannon Street, London EC4A 3DF
Registered in London No. 313231

There's no better way to Austria.

London-Vienna
London-Salzburg
Manchester-Vienna

No other scheduled service airline flying direct services on these routes, can offer you First Class exclusivity and the comfort of extra wide seats. For the cost conscious traveller, our Economy class offers all that Club class offers apart from a few free drinks and a higher fare.

See your travel agent for details or call us.

Connections to Graz, Klagenfurt and Linz via Vienna (except on Saturday).



Prestel: Koj 341153

AUSTRIAN AIRLINES

At home in beautiful Austria
Reservations: 01-439 0741, Manchester 061-499 2446.



Carriage or coach: old and new ways of sightseeing in the capital

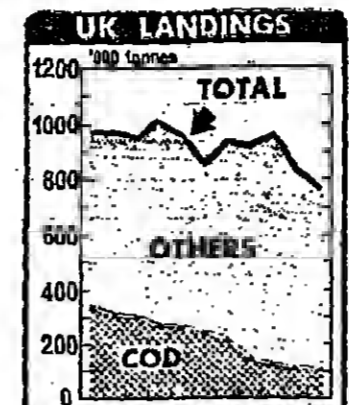
Call for stiff penalties for unfit meat

MPs will vote today on a second reading of the Meat Hygiene Bill...

Tin price rise worries traders

A FURTHER rise in the cash tin price yesterday on the London Metal Exchange...

THE SALE earlier this month of Britain's two biggest and most successful trawlers...



UK LANDINGS 1970-80. TOTAL, OTHERS, COD.

BY RICHARD MOONEY. The enforced switch-aver to low value cod...

efficient vessels, representing the most saleable assets, which are going.

EEC but this runs out at the beginning of next year. British Fisheries Minister Mr Alick Buchanan-Smith...

Sugar export tender as expected

LICENCES AWARDED for 50,500 tonnes of white sugar at yesterday's weekly EEC export tender...

U.S. futures trade fee proposed

THE COMMODITIES Futures Trading Commission has tentatively approved a plan to charge a 'user fee' on all future contract sales.

Payment for flood damage

FARMERS hit by the freak tide which flooded thousands of acres of land along the Bristol Channel...

Spain agrees new fish deal with EEC

SPAIN and the European Commission have agreed on new fishing arrangements, thereby removing, at least temporarily, another possible stumbling block to the continuing talks on Spain's application to join the EEC.

BRITISH COMMODITY MARKETS

Table of commodity prices including Base Metals, Tin, Zinc, Lead, Copper, and Wheat.

GAS OIL FUTURES

Table of gas oil futures prices for various months.

GRAINS

Table of grain prices including Wheat, Barley, and Oats.

COCOA

Table of cocoa prices for various grades.

COFFEE

Table of coffee prices for different types.

COTTON

Table of cotton prices for various grades.

SOYABEAN MEAL

Table of soyabean meal prices.

AMERICAN MARKETS

Table of American market prices for commodities like Sugar, Wheat, and Soybeans.

PRICE CHANGES

Table showing price changes for various commodities.

POTATOES

Table of potato prices.

WOOL FUTURES

Table of wool futures prices.

MEAT/VEGETABLES

Table of meat and vegetable prices.

Advertisement for a new range of commodity services on the Reuter monitor, including metals, grains, oilseeds, cocoa, rubber, coffee, sugar, and petroleum.

CHEESE ENZYME BREAKTHROUGH

A NEW technology, using gene cloning, has been developed for the production of rennin...

TUESDAY'S CLOSING PRICES

Table of closing prices for various commodities on Tuesday.

EUROPEAN MARKETS

Table of European market prices for commodities.

INDICES

Table of various market indices.

MOODY'S

Table of Moody's credit ratings.

REUTERS

Table of Reuters market data.

Gilts maintain recent strong tone and equities follow FT-Actuaries industrial index near all-time peak

Account Dealing Dates... First Declara- Last Account Dealings...

American influences again supported London stock markets which yesterday consolidated or improved on Tuesday's sharp gains...

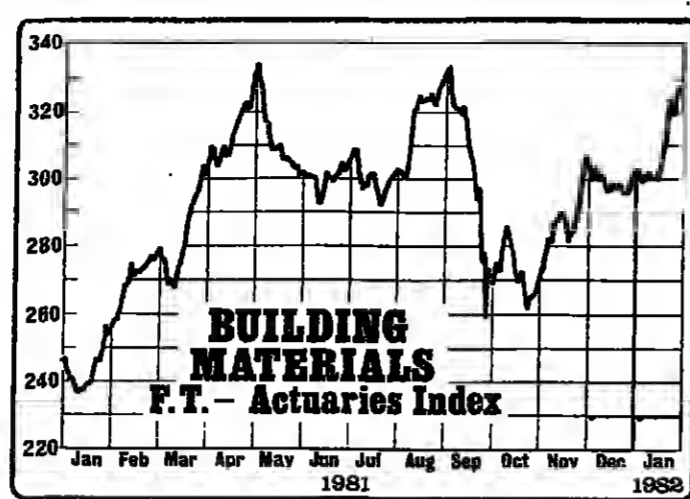
Price movements at the close were usually limited to a couple of pence either way, but secondary issues were sufficiently firm to leave the FT-Actuaries Industrial group index only marginally (0.38) off its high since compilation...

Renewed domestic and overseas support absorbed further selling of gilt-edged securities and quotations which began slightly below the previous day's enhanced late levels...

broking house committed sizeable investment funds, believed to be on position fued account. Completion of the business left equity dealers looking uncertainly towards Wall Street's opening...

Demand for traded options improved sharply. Deals completed yesterday amounted to 3,279—the highest since September 28 last. Once again, call activity was dominated by Imperial which recorded 836 trades...

Leading shares began full of promise, but the firmness faded in the absence of follow-through support. Before midday, however, interest quickened for selected top-quality stocks as a



and 21 per cent advance in profits. Union touched 455p before closing a net 13 better at 450p, while Gerrard and National jumped 15 to 265p in sympathy...

Woolworths good Building descriptions displayed renewed strength in recovery hopes, but closed below the best. BPC Industries, recommended as a 'chart buy', were prominent and touched 354p before closing a net 18 up at 362p...

After trading at levels well above the worth of Rowntree Mackintosh's bid for the last couple of days, Huntley and Palmer dipped to 105p before closing a net 6 down at 108p...

73p. Elsewhere in the Food sector, Associated Dairies shed 8 to 140p, the cautious statement outweighing the increased interim profits. Fitch Lovell, half-candle due today, softened a penny to 76p...

Glaxo dull Reflecting a Press 'sell' recommendation, Glaxo fell 12 to 473p. Among the other mixed miscellaneous industrial leaders, Reekitt and Colman advanced 12 to 282p and Unilever 8 to 640p...

South African Golds took Tuesday's revival a stage further, buoyed by the 32.75 rise in the bullion price for a two-day gain of \$9.50 to \$381.50 an ounce.

Afternoon trading was much quieter, however, and American profit-taking gains towards the close. The Gold Mines index advanced 11.2 more to 286.3—its highest for over two weeks.

Activity in Platinums was generally confined to Impala, 15 stronger at 310p, but sympathetic rises were registered in Rustenburg, 12 up at 210p, and Lydenburg, 5 to the good at 160p.

Australia Golds were notably firm with GMR 15 up at 305p and Gold Fields ended 10 firmer on balance at 476p, after 452p Charter rose 8 for a two-day gain of 18 to 253p.

Oil prices drifted lower on light selling and lack of support. Shell weakened 8 to 305p and BP 4 to 304p in the leaders. Else-

EQUITIES

Table of equity prices for various companies including Anglo, BHP, and others.

FIXED INTEREST STOCKS

Table of fixed interest stocks including various government and corporate bonds.

"RIGHTS" OFFERS

Table of rights offers for various companies.

Renunciation data usually last day for dealing free of stamp duty. Figures based on prospectus estimates. Dividend rates paid or payable on part of capital cover based on dividend on full capital. Figures assumed dividend and yield forecast dividend: cover based on previous year's earnings. F dividend and yield based on prospectus or other official estimates for 1982.

ACTIVE STOCKS

Table of active stocks showing price changes and volume.

TUESDAY'S ACTIVE STOCKS

Table of Tuesday's active stocks with detailed price and volume data.

FINANCIAL TIMES STOCK INDICES

Table of financial times stock indices including Government Secs, Fixed Interest, Industrial Ord, etc.

Basis 100 Govt Secs 15:10:26 Fixed Int. 1928. Industrial Ord 1/7/53. Gold Mines 12:9:56 SE Activity 1974.

HIGHS AND LOWS S.E. ACTIVITY

Table showing high and low prices and S.E. activity for various sectors.

NEW HIGHS AND LOWS FOR 1981/2

Table listing new highs and lows for various companies in 1981/2.

RISES AND FALLS YESTERDAY

Table showing rises and falls for various companies yesterday.

OPTIONS

First Last Last For Deal- Deal- Declara- For tion- tion- tion- tion- ing ing ion ing ment ment ment ment

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Large table of FT-Actuaries Share Indices for Equity Groups & Sub-sections, including Capital Goods, Building Materials, etc.

FIXED INTEREST

Table of fixed interest rates and yields for various terms and currencies.

* First yield. Highs and lows record, base dates and values and constituent changes are published in Saturday Issues. A list of the constituents is available from the Publishers, The Financial Times, Bankers House, Cannon Street, London, EC4P 4EF, price 15p, by post 20p.

Advertisement for ANZ Bank titled 'What makes a finance director tick?'. Includes a large checkmark graphic and text describing the bank's services and international focus.

Handwritten signature or stamp at the bottom of the page.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Table listing various unit trusts under the 'AUTHORISED UNIT TRUSTS' section, including names like 'Allied Unit Trust Managers Ltd', 'Aberdeen Unit Trust Managers Ltd', and 'Aberdeen Unit Trust Managers Ltd', along with their respective details and performance metrics.

Table listing unit trusts under the 'L & C Unit Trust Management Ltd' section, including 'L & C Unit Trust Management Ltd', 'Legal & General (Unit Trust) Managers Ltd', and 'Lloyds Bank Unit Trust Managers Ltd', with detailed financial information.

Table listing unit trusts under the 'Aberdeen Life Assurance Ltd' section, including 'Aberdeen Life Assurance Ltd', 'Aberdeen Life Assurance Co Ltd', and 'Aberdeen Life Assurance Co Ltd', providing comprehensive data on these entities.

Table listing unit trusts under the 'M & G Group' section, including 'M & G Group', 'M & G Group', and 'M & G Group', detailing their operations and financial status.

INSURANCE PROPERTY BONDS

Table listing insurance and property bonds, including 'Abney Life Assurance Co Ltd', 'Alliance Life Assurance Co Ltd', and 'Alliance Life Assurance Co Ltd', with their respective details.

Table listing various insurance and property bonds, including 'Alliance Life Assurance Co Ltd', 'Alliance Life Assurance Co Ltd', and 'Alliance Life Assurance Co Ltd', providing detailed information on these financial products.

FT SHARE INFORMATION SERVICE



BRITISH FUNDS

"Shorts" (Lives up to Five Years)

High	Low	Stock	Price	%	Total
107	99	Treasury 14c 1982	105	+	14.27
97	94	Treasury 14c 1983	98	+	14.37
94	92	Treasury 14c 1984	94	+	14.37
92	90	Treasury 14c 1985	92	+	14.37
90	88	Treasury 14c 1986	90	+	14.37
88	86	Treasury 14c 1987	88	+	14.37

Five to Fifteen Years

High	Low	Stock	Price	%	Total
83	71	Fidelity 6c 1982	75	+	15.28
79	76	Treasury 12c 1982	78	+	15.28
76	73	Treasury 12c 1983	75	+	15.28
73	70	Treasury 12c 1984	73	+	15.28
70	67	Treasury 12c 1985	70	+	15.28
67	64	Treasury 12c 1986	67	+	15.28
64	61	Treasury 12c 1987	64	+	15.28

Over Fifteen Years

High	Low	Stock	Price	%	Total
83	74	Equity 14c 1982	80	+	15.11
79	76	Equity 14c 1983	78	+	15.11
76	73	Equity 14c 1984	76	+	15.11
73	70	Equity 14c 1985	73	+	15.11
70	67	Equity 14c 1986	70	+	15.11
67	64	Equity 14c 1987	67	+	15.11

Undated

High	Low	Stock	Price	%	Total
93	91	Equity 14c 1982	92	+	15.11
91	89	Equity 14c 1983	90	+	15.11
89	87	Equity 14c 1984	88	+	15.11
87	85	Equity 14c 1985	86	+	15.11
85	83	Equity 14c 1986	84	+	15.11
83	81	Equity 14c 1987	82	+	15.11

INT. BANK AND O'SEAS GOVT. STERLING ISSUES

High	Low	Stock	Price	%	Total
93	92	Govt. 14c 1984	93	+	15.86
92	91	Govt. 14c 1985	92	+	15.86
91	90	Govt. 14c 1986	91	+	15.86
90	89	Govt. 14c 1987	90	+	15.86

CORPORATION LOANS

High	Low	Stock	Price	%	Total
93	91	Corporation 14c 1985	92	+	15.75
91	89	Corporation 14c 1986	90	+	15.75
89	87	Corporation 14c 1987	88	+	15.75

COMMONWEALTH AND AFRICAN LOANS

High	Low	Stock	Price	%	Total
100	97	Commonwealth 14c 1982	99	+	15.44
97	94	Commonwealth 14c 1983	96	+	15.44
94	91	Commonwealth 14c 1984	93	+	15.44
91	88	Commonwealth 14c 1985	90	+	15.44
88	85	Commonwealth 14c 1986	87	+	15.44
85	82	Commonwealth 14c 1987	84	+	15.44

LOANS

High	Low	Stock	Price	%	Total
101	99	Public Board and Ind.	100	+	14.57
99	97	Public Board and Ind.	98	+	14.57
97	95	Public Board and Ind.	96	+	14.57
95	93	Public Board and Ind.	94	+	14.57
93	91	Public Board and Ind.	92	+	14.57
91	89	Public Board and Ind.	90	+	14.57

FOREIGN BONDS & RAILS

High	Low	Stock	Price	%	Total
100	98	Foreign Bonds & Rails	99	+	14.75
98	96	Foreign Bonds & Rails	97	+	14.75
96	94	Foreign Bonds & Rails	95	+	14.75
94	92	Foreign Bonds & Rails	93	+	14.75
92	90	Foreign Bonds & Rails	91	+	14.75
90	88	Foreign Bonds & Rails	89	+	14.75

AMERICANS

High	Low	Stock	Price	%	Total
101	99	American	100	+	14.75
99	97	American	98	+	14.75
97	95	American	96	+	14.75
95	93	American	94	+	14.75
93	91	American	92	+	14.75
91	89	American	90	+	14.75

CANADIANS

High	Low	Stock	Price	%	Total
101	99	Canadian	100	+	14.75
99	97	Canadian	98	+	14.75
97	95	Canadian	96	+	14.75
95	93	Canadian	94	+	14.75
93	91	Canadian	92	+	14.75
91	89	Canadian	90	+	14.75

CHEMICALS, PLASTICS—Cont.

High	Low	Stock	Price	%	Total
101	99	Chemicals, Plastics	100	+	14.75
99	97	Chemicals, Plastics	98	+	14.75
97	95	Chemicals, Plastics	96	+	14.75
95	93	Chemicals, Plastics	94	+	14.75
93	91	Chemicals, Plastics	92	+	14.75
91	89	Chemicals, Plastics	90	+	14.75

DRAPERY AND STORES

High	Low	Stock	Price	%	Total
101	99	Drapery and Stores	100	+	14.75
99	97	Drapery and Stores	98	+	14.75
97	95	Drapery and Stores	96	+	14.75
95	93	Drapery and Stores	94	+	14.75
93	91	Drapery and Stores	92	+	14.75
91	89	Drapery and Stores	90	+	14.75

HIRE PURCHASE, ETC.

High	Low	Stock	Price	%	Total
101	99	Hire Purchase, etc.	100	+	14.75
99	97	Hire Purchase, etc.	98	+	14.75
97	95	Hire Purchase, etc.	96	+	14.75
95	93	Hire Purchase, etc.	94	+	14.75
93	91	Hire Purchase, etc.	92	+	14.75
91	89	Hire Purchase, etc.	90	+	14.75

ELECTRICALS

High	Low	Stock	Price	%	Total
101	99	Electricals	100	+	14.75
99	97	Electricals	98	+	14.75
97	95	Electricals	96	+	14.75
95	93	Electricals	94	+	14.75
93	91	Electricals	92	+	14.75
91	89	Electricals	90	+	14.75

BANKS AND HIRE PURCHASE

High	Low	Stock	Price	%	Total
101	99	Banks and Hire Purchase	100	+	14.75
99	97	Banks and Hire Purchase	98	+	14.75
97	95	Banks and Hire Purchase	96	+	14.75
95	93	Banks and Hire Purchase	94	+	14.75
93	91	Banks and Hire Purchase	92	+	14.75
91	89	Banks and Hire Purchase	90	+	14.75

ENGINEERING

High	Low	Stock	Price	%	Total
101	99	Engineering	100	+	14.75
99	97	Engineering	98	+	14.75
97	95	Engineering	96	+	14.75
95	93	Engineering	94	+	14.75
93	91	Engineering	92	+	14.75
91	89	Engineering	90	+	14.75

MACHINE TOOLS

High	Low	Stock	Price	%	Total
101	99	Machine Tools	100	+	14.75
99	97	Machine Tools	98	+	14.75
97	95	Machine Tools	96	+	14.75
95	93	Machine Tools	94	+	14.75
93	91	Machine Tools	92	+	14.75
91	89	Machine Tools	90	+	14.75

BEERS, WINES AND SPIRITS

High	Low	Stock	Price	%	Total
101	99	Beers, Wines and Spirits	100	+	14.75
99	97	Beers, Wines and Spirits	98	+	14.75
97	95	Beers, Wines and Spirits	96	+	14.75
95	93	Beers, Wines and Spirits	94	+	14.75
93	91	Beers, Wines and Spirits	92	+	14.75
91	89	Beers, Wines and Spirits	90	+	14.75

BUILDING INDUSTRY

High	Low	Stock	Price	%	Total
101	99	Building Industry	100	+	14.75
99	97	Building Industry	98	+	14.75
97	95	Building Industry	96	+	14.75
95	93	Building Industry	94	+	14.75
93	91	Building Industry	92	+	14.75
91	89	Building Industry	90	+	14.75

TIMBER AND ROADS

High	Low	Stock	Price	%	Total
101	99	Timber and Roads	100	+	14.75
99	97	Timber and Roads	98	+	14.75
97	95	Timber and Roads	96	+	14.75
95	93	Timber and Roads	94	+	14.75
93	91	Timber and Roads	92	+	14.75
91	89	Timber and Roads	90	+	14.75

FOOD, GROCERIES—Cont.

High	Low	Stock	Price	%	Total
101	99	Food, Groceries	100	+	14.75
99	97	Food, Groceries	98	+	14.75
97	95	Food, Groceries	96	+	14.75
95	93	Food, Groceries	94	+	14.75
93	91	Food, Groceries	92	+	14.75
91	89	Food, Groceries	90	+	14.75

HOTELS AND CATERERS

High	Low	Stock	Price	%	Total
101	99	Hotels and Caterers	100	+	14.75
99	97	Hotels and Caterers	98	+	14.75
97	95	Hotels and Caterers	96	+	14.75
95	93	Hotels and Caterers	94	+	14.75
93	91	Hotels and Caterers	92	+	14.75
91	89	Hotels and Caterers	90	+	14.75

INDUSTRIALS (Miscel.)

High	Low	Stock	Price	%	Total
101	99	Industrials (Miscel.)	100	+	14.75
99	97	Industrials (Miscel.)	98	+	14.75
97	95	Industrials (Miscel.)	96	+	14.75
95	93	Industrials (Miscel.)	94	+	14.75
93	91	Industrials (Miscel.)	92	+	14.75
91	89	Industrials (Miscel.)	90	+	14.75

FOOD, GROCERIES, ETC.

High	Low	Stock	Price	%	Total
101	99	Food, Groceries, etc.	100	+	14.75
99	97	Food, Groceries, etc.	98	+	14.75
97	95	Food, Groceries, etc.	96	+	14.75
95	93	Food, Groceries, etc.	94	+	14.75
93	91	Food, Groceries, etc.	92	+	14.75
91	89	Food, Groceries, etc.	90	+	14.75

High	Low	Stock	Price	%	Total
101	99	Food, Groceries, etc.	100	+	14.75
99	97	Food, Groceries, etc.	98	+	14.75
97	95	Food, Groceries, etc.	96	+	14.75
95	93	Food, Groceries, etc.	94	+	14.75
93	91	Food, Groceries, etc.	92	+	14.75
91	89	Food, Groceries, etc.	90	+	14.75

High	Low	Stock	Price	%	Total
101	99	Food, Groceries, etc.	100	+	14.75
99	97	Food, Groceries, etc.	98	+	14.75
97	95	Food, Groceries, etc.	96	+	14.75
95	93	Food, Groceries, etc.	94	+	14.75
93	91	Food, Groceries, etc.	92	+	14.75
91	89	Food, Groceries, etc.	90	+	14.75

High	Low	Stock	Price	%	Total
101	99	Food, Groceries, etc.	100	+	14.75
99	97	Food, Groceries, etc.	98	+	14.75
97	95	Food, Groceries, etc.	96	+	14.75
95	93	Food, Groceries, etc.	94	+	14.75
93	91	Food, Groceries, etc.	92	+	

